

The Hickam Difference

The Hickam Difference is a quarterly publication for Hickam FCU members

Consolidate and Save!

Got a hole in your wallet from all those higher interest loans from other financial institutions? Let Hickam Federal Credit Union help. Select from our current Holiday Loan or 0% Visa offers, or our upcoming Home Equity Line of Credit (HELOC) promotion, and start saving today! See below for more information on our HELOC and Holiday Loan specials, and page 3 for details on our Visa promotion.



Tap into Your Home's Equity!

Looking for some help consolidating your bills, paying for tuition or gearing up for the coming tax season? Just tap into the equity you've built up in your home and let it work for you! With a Home Equity Line of Credit (HELOC) from Hickam FCU, you may enjoy potential tax savings*, plus other great features like **100% financing*** and **no appraisals for loan amounts under \$100,000***. **Apply by May 31, 2004 and your closing costs may be waived** depending on the amount requested and your initial draw*.



*Current standard variable indexed rate as of 1/1/04 is 4.71% APR. APR may vary annually, but will not exceed 18%. New HELOCs require a minimum draw of \$5,000 at the time of closing. Property must be fee simple and reside in Hawaii. All loans subject to approval. Certain restrictions may apply. Rates, terms and conditions are subject to change. Consult a tax specialist for clarification on individual tax benefits.

The Holidays Aren't Over Yet!

4.75% APR** If you need a little something to tide you over, then check out our Holiday Loan Special** featuring annual percentage rates (APR) as low as 4.75% for \$2,000 maximum and a 24-month term. Offer ends January 31, 2004.



**All loans subject to approval. Certain terms and conditions apply. Rate includes a 0.25% discount for direct deposit. Cancellation of direct deposit may result in a higher rate. Promotional rate cannot be used in combination with other HFCU promotional offers. Rates subject to change.

It's easy to Apply for a Loan...

- Apply online at www.hickamfcu.org
 - Apply at any of our 4 convenient offices
- Or Call (808)423-1391 for more information.



4 Steps to Organize Your Finances

This year I'm going to organize my finances! If you're like most people, you've probably made this new year's resolution before, but have been too busy with life's demands to get around to it. To help you get your new year off on the right track, here's a four-step action plan that can help you take back control of your finances.

1. Set up a financial filing system. Create a personalized filing system by labeling accordion file pockets with broad financial categories like Property & Casualty. Next, label regular file folders with subcategories that fit your situation and file them in the accordion file pockets. On a regular basis, go through your receipts and put them away in your new filing system. For example, create a Vehicle Insurance folder and place all related receipts in it. File this folder in the accordion file pocket labeled Property & Casualty.

2. Gather records. Having all your important records in one place can save you the frustration of hunting throughout the house the next time you need some information. To avoid this hassle, label an accordion file pocket as Policies & Documents and place all your key documents in the file pocket. Examples of critical documents include estimates of your Social Security retirement benefits (contact the Social Security Administration at 800-772-1213 to request a copy); health, disability, life, homeowners, and vehicle insurance policies; and a copy of your credit report.

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"Making a Difference in our Members' Lives"



President's Corner

The start of a new year is a time of reflection – on the successes of the past year and the wonderful possibilities of the coming year. As we enter the new year, the Board and staff of Hickam Federal Credit Union would like to thank you for the privilege of serving you and helping to make your financial goals a reality.



Knowing that time is a premium in today's world, we are proud to announce that we will be relocating our Pearlridge Branch to a more convenient site. Before the end of the second quarter of 2004, the branch will be moving to Pearlridge Shopping Center Uptown next to the GAP. The move will bring improved parking, greater accessibility, and will make doing business with the credit union that much easier!

As 2004 unfolds, we also look forward to continuing to make a difference in your lives through the offering of a wide variety of products and services designed to meet your needs. Whether it is through loan products to help you with your changing needs, savings accounts for every life stage, or a variety of services such as online banking, bill payment, and ATM and debit cards, we are here for you.

Thank you for making Hickam Federal Credit Union your financial institution of choice. Best wishes for a healthy, safe and prosperous new year.

(Continued from page 1)

Organizing Finances . . .

3. Size up your situation. Don't know if you're spending more than you earn? Just keep a monthly spending log. In a notebook, write down all your expenditures and tally it up at the end of each month. Compare that to your monthly income. If your expenses exceed your income, look through your log to find places to cut back on next month.

Calculating your net worth also helps you take stock of your financial health. To do this, add together the estimated current value of all your assets, including your home, car, personal property, savings, investments, and retirement accounts. Next, add up all your liabilities, including mortgage, credit card balances, and any other outstanding debts. Now, subtract your total liabilities from your total assets. The result is your net worth.



4. Chart a course. Set financial goals – long-term and short-term – and figure out how much you'll need to save for each. Then, create a plan to help you make your dreams come true.

One easy way of doing this is to set up a savings account with direct deposit at Hickam FCU. It'll make saving automatic and save you time – no more driving to the credit union or waiting in line to make a deposit!

New Year! New Resolutions! New Car!



The new year is the perfect time to resolve to buy yourself that new vehicle you've had your eye on. And with a rate as low as 3.00% APR* for a Hickam FCU New Auto Loan, there's no reason to wait any longer. Plus, take out an auto loan in January and you'll receive a certificate for a free dashcover from Dashcovers of Hawaii! And, don't forget to join us for the Servco Waipahu Auto Car Show on January 24th and 25th, and take advantage of special member pricing and onsite financing by a Hickam FCU loan officer!

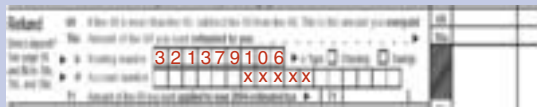
*APR with direct deposit as of Jan. 1, 2004. Rate will be 0.25% higher without direct deposit and may vary depending on the length of loan term and member's credit performance. Refinancing of existing HFCU auto loans not accepted. All loans subject to approval. Certain restrictions and conditions apply. Rates subject to change.

"Making a Difference in our Members' Lives"



Speed Up Your Tax Refund with Direct Deposit!

If you're looking for a fast and easy way to ensure that your tax refund arrives safe and sound, then direct deposit is the answer. Just complete lines 70a through 70d on your IRS 1040 Form. It's as easy as 1-2-3!

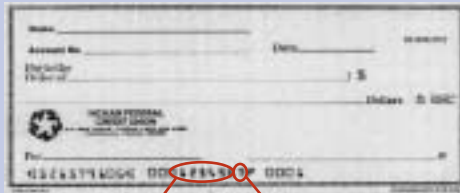


70a Write the amount that is to be refunded.

70b Routing Number 321379106.

70c Indicate whether the deposit is for Checking or Savings.

70d Account Number: Write in your account number. Make sure to include your check digit if it is to be deposited in your checking account.



Account Number Check Digit

With direct deposit, you can say goodbye to the worry of having your refund check lost in the mail and the hassles of waiting in line to deposit your check!

Last Chance!

67th Annual Dinner Meeting Saturday, February 28, 2004 Sheraton Waikiki Hotel

Performances by:



Nueva Vida

Cecilio & Kompany

Augie T

Cost: \$25 per member / \$30 per non-member

Call (808)423-1391 to reserve your tickets today!!

Pay No Interest on Visa Purchases and Balance Transfers!

If you have a Hickam FCU Visa card, you'll pay no interest* through July 31, 2004, on all purchases and balance transfers made through the ending of March (See below for a Visa Balance Transfer Form). To take advantage of the current HFCU Visa promotion, simply complete the form below and either mail to Hickam Federal Credit Union, P.O. Box 30025, Honolulu, HI 96820; fax to (808)423-2332; or drop off at any of our four office locations. Don't have an HFCU Visa card yet? Just apply online at www.hickamfcu.org!



*Offer applies to purchases and balance transfers made during the promotional period only. At the end of the promotional period, our regular rates apply. Current rates as of 1/1/04 are: 7.90% APR for Visa Platinum, 9.90% APR for Visa Gold, and 11.90% APR for Visa Classic. No finance charge assessed on current purchases if balance is paid in full within 25 days after billing. Regular rates will apply on accounts that fall 31 or more days past due. All loans subject to approval. Certain terms and conditions apply. Rates subject to change.

VISA Balance Transfer

YES! Please transfer the amounts shown below to my Hickam FCU VISA Card.

I want this transfer made to the following Hickam FCU VISA Card (Mark one) Classic Gold Platinum
Please be sure to complete this form and include a copy of your last statement with each balance transfer request. Continue to make the minimum monthly payments on your other cards until the balance transfer requests have been credited on your statements.

Member Name (Print):	Social Security Number:	Hickam FCU Account Number:	Home Phone:
			Business Phone:

Please transfer my other balance(s) to my Hickam FCU VISA card.

(1) Credit Card Company:	Transfer Amount:	Billing Address:	Account Number:
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(2) Credit Card Company:	Transfer Amount:	Billing Address:	Account Number:
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Signature: _____

Date: _____

"Making a Difference in our Members' Lives"



Puanani Ing

1937 — 2003

For close to 45 years, Puanani Ing was an active part of the Hickam Federal Credit Union experience. Over the years, she served in a variety of capacities, from cashiering supervisor, operations assistant and to most recently as Director of First Impressions, and helped to make a difference in many of our lives. Her devotion to her credit union family, as well as her friendship and warmth of spirit, will be greatly missed.



HICKAM FEDERAL CREDIT UNION

P. O. Box 30025, Honolulu, Hawaii 96820
 (808)423.1391 • Toll-free 800.432.4328
 TellerTalk:(808)545-4432
 www.hickamfcu.org

OFFICE LOCATIONS:

MAIN OFFICE (HICKAM AFB)
 40 Hickam Court
 Honolulu, Hawaii 96818
 Mon-Thurs 8am-4pm
 Fri 8am-5pm

MILILANI BRANCH
 95-1249 Meheula Parkway Suite B-1
 Mililani, Hawaii 96789
 Mon-Fri 9am-6pm
 Sat 9am-2pm

PEARLRIDGE BRANCH
 98-211 Pali Momi Street Suite 320
 Aiea, Hawaii 96701
 Mon-Fri 9am-6pm
 Sat 9am-2pm

KAPOLEI BRANCH
 590 Farrington Hwy, Suite 501
 Kapolei, Hawaii 96707
 Mon-Fri 9am-6pm
 Sat 9am-2pm

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Member

LOAN RATES

Type	APR*	Terms	Type	APR*	Terms
Signature**	As low as 7.25%	1 year As low as 7.75% 2 years As low as 8.75% 3 years As low as 9.25% 4 years As low as 9.75% 5 years	New Car**	as low as 3.00% as low as 3.25% as low as 3.50% as low as 4.00% as low as 5.00%	3 years 4 years 5 years 6 years (over \$18k) 7 years (over \$23k)
Savings Secured	2.50% over current share rate	Up to 6 years	Used Car**	as low as 3.25% as low as 3.50% as low as 4.00% as low as 5.00%	3 years 4 years 5 years (over \$10k) 6 years (over \$15k)
Line-of-Credit	9.50 %	Open	Home Equity	4.71% Annual Change Option	
Overdraft			Line of Credit***		
Protection	11.00%				

Certain restrictions may apply. Rates are subject to change. Where rate ranges are given, specific rates may be determined by terms and/or amount of down payment. All loans are subject to credit approval.

* Annual Percentage Rate

** Rate disclosed is the lowest available and includes a 0.25% APR discount. Cancellation of direct deposit may result in a higher rate. New vehicles financed up to 100% of MSRP plus tax and licensing. Used vehicles financed up to 100% of wholesale Blue Book value. Higher rates may apply for New and Used car loans depending on term and collateral. Rates subject to change without notice.

*** All mortgages must be located in the State of Hawaii.

The Hickam Difference is a newsletter published by the HFCU Marketing Department for members of Hickam Federal Credit Union. Information herein is deemed accurate at the time of printing.



Monday, February 16, 2004

President's Day

Observed Holidays

Honolulu, Hawaii 96820

P.O. Box 30025

Hickam Federal Credit Union

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