



HICKAM
FEDERAL
CREDIT
UNION

*"Making a
Difference in Our
Members' Lives"*

THE Hickam Difference

A quarterly publication for Hickam FCU members

3RD QUARTER 2004

CRUISE OVER TO GREAT DEALS!

If you're in the market for a new car or truck, now's the time to make that purchase! With rates so low, steer yourself to great savings with Hickam FCU! Plus, we've also arranged special member pricing at select auto dealerships. So, check it out!



SPECIAL HICKAM FCU MEMBER ONLY PRICING AUGUST 1- 31, 2004

Pflueger Acura

1450 S. Beretania St.

Hickam FCU lending officers on site - Sat. & Sun., Aug. 7 & 8, 10 am-6 pm.

Pflueger Honda

777 Ala Moana Blvd.

Hickam FCU lending officers on site - Sat. & Sun., Aug. 14 & 15, 10 am-6 pm.

Tony Group Autoplex - Honda, Nissan, Volkswagen

94-1299 Ka Uka Blvd., Next to Costco Waipio

Hickam FCU lending officers on site - Sat. & Sun., Aug. 21 & 22, 10 am-6 pm.

Inquire at dealers about available makes, models, special member pricing and other details.

*Annual percentage rate (APR). Rate disclosed is the lowest rate available based on 80% of MSRP financing and the establishment of direct deposit. Higher rates may apply for New or Used Auto Loans depending on loan term, collateral, member's credit performance, and/or the cancellation of direct deposit. Maximum loan amounts are based on 100% MSRP, plus tax and licensing, for New Auto Loans and 100% wholesale or retail Kelley Blue Book value (current calendar year less 6 years) for Used Auto Loans. Refinancing of existing HFCU auto loans not accepted. All loans subject to approval. Certain terms and conditions apply. Rates subject to change.

Get pre-approved today! Cruise over to any branch or call 423-1391.



**Drive Off
With Auto Loan Rates
as low as 3.00%_{APR*}**

WHAT'S YOUR \$ CORE

We all have lots of numbers to keep track of. There's your Social Security number, your account number, your PIN number and your cell phone number. But, there's another little number you may not have given much thought to. It's called your credit score, and it's an important number to keep in mind!

Ranging from 300 to around 900, your credit score is used by lenders to objectively measure your creditworthiness. The higher the score, the more likely you are perceived to repay credit. A higher score may qualify you for lower loan rates and faster approval. Consumers with scores less than 600 usually are categorized as higher risk and may pay a higher interest rate or be denied credit.

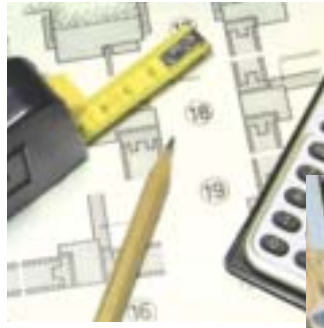
Fair Isaac & Co. (FICO) pioneered the development of credit scores. While most lenders use FICO scores, some lenders create their own scoring model, which could vary by up to 100 points. The factors that affect your credit score include your payment history, amount of debt, length of credit history, frequency of new credit applications, and your credit mix (credit cards, retail cards, mortgage, and personal loans).

Here are some ways to boost your score:

1. **Pay your bills on time.**
2. **Pay off debt rather than move it around.**
3. **Reduce balances on your credit cards and other "revolving credit" as much as possible.**
4. **Open new credit accounts only as needed and manage them responsibly.**

It's also a good idea to request and review your credit report at least annually. This gives you the opportunity to make sure the information in your report is accurate. For more information about credit scores, visit www.myfico.com.

It's Home Improvement Time!



Most of us dream of owning our own home. And once that dream comes true, we tend to move into the next phase: home improvement. For some, this is the opportunity to splurge on things they've always dreamed of – like Italian marble floors! For others, it's an investment – a way to increase their home's future market value. Here are some things to consider before deciding on your home improvement projects:

Everything is relative. Not all home improvement projects are equal. Some will add more value to your home; some won't. While Italian marble floors are your dream come true, it may not appeal to a potential buyer of your home. So, consider your planned renovation project against the current housing market, the value of homes in your neighborhood and your local environment.

Kitchens can pay off. Almost everyone spends some time in the kitchen, so a little work here may be a great idea. Painting the walls, reflooring, and cabinet refacing can give the space a fresh new look.

Extra bathrooms are a plus. Remember when you

were house hunting? In addition to looking at things like the bedrooms and kitchens, you probably also spent some time checking out the bathrooms. So, deciding to add an extra full bath is another way to add value to your home.

Lighten things up with new windows. If your windows are tired-looking and drab, consider replacing them with newer, more energy efficient ones. But remember to stick with standard windows. Customized windows, like bays or other fancy shapes, may not rank high on the list of priorities for future buyers, if you ever put your home on the market.



If you're looking to finance your home improvement projects, ask about our Home Equity Line-of-Credit (HELOC) today!

HOME EQUITY Line-of-Credit **4.50%** APR*

Plus, these other benefits:

- Borrow up to 100% Loan-to-Value
- No appraisal for loan amounts under \$100,000
- Potential tax savings (Consult with a tax professional)

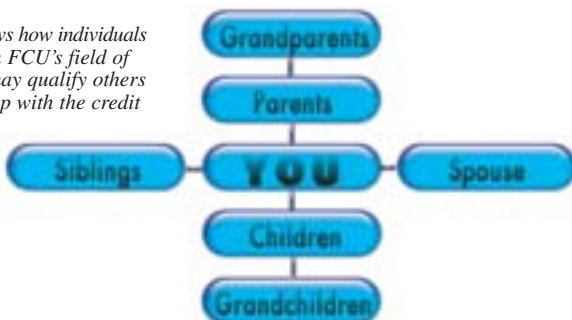
*Current standard variable indexed rate as of 6/30/04 is 4.50% APR. APR may vary annually, but will not exceed 18%. Property must be fee simple and reside in Hawaii. All loans subject to approval. Certain restrictions may apply. New HELOCs require a minimum draw of \$5,000 at the time of closing. Consult a tax specialist for clarification on individual tax benefits. Rates, terms and conditions are subject to change.



SHARE THE HICKAM DIFFERENCE

You've experienced the difference – from warm, friendly service that makes you feel like you're at home among family and friends to some of the best loan rates around town. Now, here's your chance to share your discovery with a few more... including your grandparents, parents, brothers, sisters, spouse, children and grandchildren! Through you, your immediate family can join Hickam FCU and begin to experience the benefits of credit union membership first hand!

This chart shows how individuals within Hickam FCU's field of membership may qualify others for membership with the credit union.



As a community credit union serving the Ewa District*, Hickam FCU membership is also open to anyone who lives, works, attends school or worships in the following communities:

Aiea	Hickam A.F.B.	Pearl City
Aiea Heights	Honokai Hale	Pearl Harbor
Barbers Point	Honoluluili	Village Park
Camp Smith	Iroquois Point	Waiau
Crestview	Kapolei	Waikele
Ewa	Ko`olina	Waipahu
Ewa Beach	Kunia	Waipio
Foster Village	Makakilo	Waipio Acres
Halawa Heights	Mililani	Waimalu
Halawa Valley	Pacific Palisades	Westloch

So, introduce others to Ewa's best kept secret – Hickam Federal Credit Union, and help your family and friends on the road to financial security.

*The Ewa District includes the Hickam Air Force Base (Main Gate) through Ko`olina and from the shoreline through Mililani.

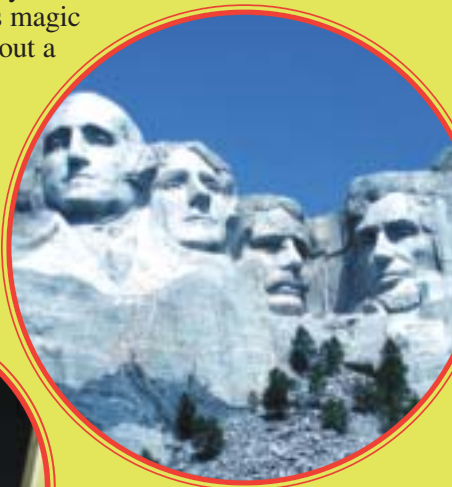
COOL OFF WITH HICKAM FCU'S SUMMER "FUND" SPECIAL!



It's 96° in the shade. The tradewinds are AWOL. And your ice tea won't stay "iced!" Instead of suffering through the sizzling summer heat, why not escape?

Take a vacation for less than \$5* a day!

Now through **August 31, 2004**, you can take advantage of Hickam FCU's Summer Signature Loan Special with rates as low as 4.75% APR** for a maximum of \$10,000 (\$2,500 minimum) and terms of up to three years! That means, for the cost of a plate lunch a day, you can treat your family to the timeless magic of Disneyland. Or, how about a wilderness adventure, a lakeside cabin in New England or white water rafting in Colorado? And, if the thrill of the nightlife is calling you, there's always Las Vegas!



We can also help you with your back-to-school needs! Apply today and get help with upcoming tuition payments, purchasing a personal computer for your child and more!

Summer Signature Loan Special

Rates from as low as
1- to 3-Year Terms only

4.75%
APR**

For more information or to apply, just call 808-423-1391 or visit any one of our four branch locations. You can even apply online at www.hickamfcu.org or through the mail using the attached E-Z Loan application! So, apply today and have some fun!

*Based on \$5,000 financed for 3-years at 4.75% Annual Percentage Rate (APR). Monthly payment based on this rate, term and amount would be \$149.39.

**Annual Percentage Rate (APR) is the lowest rate available and includes a 0.25% discount for direct deposit or automatic payment. Cancellation of direct deposit or automatic payment may result in a higher rate. Terms of one- to three-years available. Minimum loan amount is \$2,500. Maximum loan amount is \$10,000. All loans subject to approval. Certain terms and conditions apply. Refinancing of existing HFCU loans not accepted. Rates subject to change.



E-Z Loan Application

Applying for (Check One):

- Individual credit (Complete Borrower section only.)
 Joint credit (Complete both Borrower and Co-Borrower section.)

Amount Requested

\$

Borrower:

Name (Please Print):

Hickam Account Number:

Social Security Number:

Home Address:

Home Phone:

Work Phone:

Monthly Gross Income:

\$

Monthly Rent or Mortgage:

\$

Employer:

Years at Job:

Co-Borrower:

Name (Please Print):

Hickam Account Number:

Social Security Number:

Home Address:

Home Phone:

Work Phone:

Monthly Gross Income:

\$

Monthly Rent or Mortgage:

\$

Employer:

Years at Job:

I/We understand all loans are subject to credit qualifications and loan policies of Hickam FCU.

Borrower Signature:

Date:

Co-Borrower Signature:

Date:

Bring this form into any branch or mail to:
Hickam Federal Credit Union
P. O. Box 30025, Honolulu, HI 96820

Save-The-Date!
68th ANNUAL DINNER MEETING
Saturday, February 26, 2005
Sheraton Waikiki Hotel

Get ready for great entertainment, food and fun! So, mark it on your calendars and stay tuned for more details in our October newsletter!

Observed Holidays

Labor Day, **September 6**
 Columbus Day, **October 11**
 Veteran's Day, **November 11**
 Thanksgiving Day, **November 25**
 Christmas Eve, **December 24**

(Hickam-closing at noon; Kapolei, Mililani, Pearlridge-closing at 1 p.m.)
 Christmas Day, **December 25**

LOAN RATES

Type	APR*	Terms**	Type	APR*	Terms**	
Signature***	As low as 7.25%	1 year	New Auto***	as low as 3.00%	3 years	
	As low as 7.75%	2 years		as low as 3.50%	4 years	
	As low as 8.75%	3 years		as low as 4.00%	5 years	
	As low as 9.25%	4 years		as low as 4.50%	6 years (over \$18k)	
	As low as 9.75%	5 years		as low as 5.50%	7 years (over \$23k)	
Savings Secured****	2.50% (over current share rate)	Up to 6 years		Used Auto***	as low as 3.25%	3 years
Line-of-Credit	9.50 %	Open			as low as 3.75%	4 years
Overdraft Protection	11.00%		as low as 4.50%		5 years (over \$10k)	
Home Equity	4.50% Annual Change Option		as low as 5.50%		6 years (over \$15k)	
Line of Credit*****						

* Annual Percentage Rate.

** This is an open-end loan. Terms indicated are for payment calculations only.

*** Rate disclosed is the lowest rate available and includes a 0.25% APR discount for direct deposit. Cancellation of direct deposit may result in a higher rate. For Auto Loans, rate disclosed is the lowest rate available based on 80% of MSRP. Higher rates may apply for New or Used Auto Loans depending on loan term, collateral, member's credit performance, and/or the cancellation of direct deposit. Maximum loan amounts are based on 100% MSRP, plus tax and licensing, for New Auto Loans and 100% wholesale or retail Kelley Blue Book value (current calendar year less 6 years) for Used Auto Loans. Refinancing of existing HFUCU auto loans not accepted.

**** As of July 1, 2004, the dividend rate and Annual Percentage Yield for Regular Savings is 0.50% APY.

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

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.

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

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
 98-1005 Moanalua Road Suite 245
 Aiea, Hawaii 96701
 Mon-Fri, 9am-6pm
 Sat, 9am-3pm

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

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