



This Credit Union is of, by and for the People of Rohm and Haas

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Summer is finally here...

...and lots of us are driving, so we're devoting this issue to auto topics. Read through and you'll find money-saving ideas on buying and selling cars and purchasing auto insurance. In addition, we can help you save on financing your purchase, as our auto rates are extremely competitive. Also, if you're thinking of buying a used car, we partner with Enterprise Car Sales to give you the best deal and peace of mind associated with this kind of purchase. Here are some features of a purchase from Enterprise:

- **Haggle Free Buying** – You'll find a fair competitive price clearly marked on every vehicle.
- **Worry-Free Ownership** – Enterprise vehicles are well-maintained and go through a comprehensive inspection process.
- **Pre-Approved Loans** – We can ease the process with a pre-approved loan for members buying through the Enterprise Car Sales program.
- **A 12,000 mile or one year** (whichever comes first) limited powertrain warranty from Enterprise.
- **A 7 day or 1,000 mile guarantee** of repurchase by Enterprise – no questions asked—for the exact amount you paid minus a small cleaning and documentation fee.

On July 29, 2006, Enterprise Car Sales is having a special sale promotion at their Philadelphia Airport location. Every Credit Union member who comes in with a pre-approved loan and purchases an Enterprise vehicle will receive a **\$200.00 gas card** from Enterprise with the purchase.

Don't forget that this is our 60th Birthday and we're celebrating all year. You'll have the chance to win a **\$50 Visa gift card** and a shot at winning the grand prize—a **42" flat screen TV** in our 60th Birthday Sweepstakes (to be awarded in September). To enter for the drawing, go to our website www.rhcu.com, click on the "Did you know?" link on the homepage, and you'll see all the topics of our periodic mailings; from there, you can enter the drawings. There will be nine topics eventually, giving you nine chances to enter. Good luck!



Ask for Auto Insurance PRICE BREAKS

Auto insurance rates are on the rise, and you're likely to get hit hardest if you have a less-than-perfect driving record. Another kicker, consumers often discover that their insurer depreciates their vehicle and leaves them paying more than expected for car repairs. Too often, consumers don't realize the importance of having the right insurance until a loss occurs.

When it comes to shaving sky-high premiums, cash in on every possible discount. As you shop, don't be shy about asking for breaks – you may not always be told about the discounts you're eligible for.

For example, many insurers cut liability, medical, and collision premiums if you're accident-free, meaning you've had your policy with the same company and haven't been involved in an accident that was your fault for at least 10 years. You'll usually get a smaller discount after three accident-free years. Discounts vary by state and by provider, so you'll want to evaluate the discount package program on a number of different insurance companies. Such things as air bags, antilock brakes, and antitheft devices also can result in significant discounts in your policy.

AUTO AUCTIONS: Prices Influence What You Pay for Cars

Nearly 10 million used vehicles were sold through auctions in 2005. About half those were sold by dealers—usually cars they took as trade-ins but didn't want to sell as used cars

(continued on page 2)



A Money-Making Idea: Sell Your Old Car Yourself

How hard do you work to take home a thousand dollars? Well, that's how much you might throw away if you trade in your old car rather than sell it yourself. Follow these tips and if you're lucky, you'll keep that thousand, rather than hand it to the dealership.

1. Clean your car top to bottom. Fix minor things like blown fuses.
2. Find out its "wholesale" value—that's all a dealership will give you for it. Just take your car to a few used-car operations and ask what they would pay to buy your car outright. The highest figure is its true wholesale value. You also can get a fair idea from classified-ad asking prices for cars like yours, and on the Internet at sites like www.edmunds.com.
3. Set an "asking price" that's high enough to allow you to dicker: Add \$2,000 to the wholesale price.
4. If you owe money on your car, call your lender for instructions about paying it off before you advertise it for sale.
5. Run a short ad in your local daily paper and in any "traders." Study other ads for tips on wording.
6. Use common sense with any stranger who wants to drive your car before making an offer: Check the person's driver's license; write down the tag number of the person's car.
7. Become a salesperson: Talk up your car's good points. Has it been dependable? Have you kept careful maintenance records?
8. Don't talk trade or finance. And don't come down off your asking price too quickly. If you've marked up your car \$2,000, come down in increments of \$50 or \$75. And remember: Any amount you receive above your car's "wholesale" value is extra profit to you.
9. Don't accept personal checks. Insist upon a cashier's check or cash.

Selling a car yourself rather than trading it in takes work and patience. And your chances of success aren't 100%. But tens of thousands of people just as inexperienced as you do it every week, and do it successfully. And wouldn't that extra thousand or so come in handy?

Certificates of Deposit

Certificate	APR (Annual Percentage Rate)	APY (Annual Percentage Yield)
6 month	5.00	5.13
9 month	5.10	5.23
12 month	5.25	5.39
30 month	5.30	5.44
60 month	5.35	5.55

Minimum deposit \$500
Deposits over \$90,000 earn .25% higher

Money Market Account Rates

APR (Annual Percentage Rate)	APY (Annual Percentage Yield)
2.00	2.02

Share Account Rates

APR (Annual Percentage Rate)	APY (Annual Percentage Yield)
1.25	1.26

Rates are subject to change in response to market conditions.

Auctions (continued)

themselves. Some 16% came from rental fleets putting newer cars into service, 13% from returns at the end of individual leases and 11% from repossessions—with a few other sources accounting for the balance.

Knowing how auctions influence used car prices can help you plan your strategy to get the best deal whether you are buying a used car, trading your old car in, or leasing a new car. Let's look at the specifics:

Get a top trade-in. Like the buyers at the auction, the used-car manager where you are buying a new car cares most about the mileage and condition of your old car. On the other hand, if your vehicle is in great condition, the dealer may want to put it on his own used-car lot.

If you're ready to buy a new car, you probably can get more for your old one if you sell it outright rather than trade it in. But if that seems like too much hassle, at least research your trade-in value before you start shopping.

Bargain for a used car. Dealers often aim for a markup of \$1,200 to \$1,800 on a used car they're selling—whether they took it in trade or bought it at an auction. But you can't really know what the dealer paid for a used car you fancy. So you need to see how his asking price shapes up with competitors. Check the true market value for the make and model you're looking at. Then check prices as well in your local newspaper.

Get a low lease payment. Not only are returned lease cars a source of vehicles for auctions, the auction prices help determine the monthly payments of new car leases. In computing those payments, the leasing company calculates the difference between the new-car price and an estimate of what that car will be worth at auction in two or three years—matching the term of the lease.



Loan Interest Rebates

The Board of Directors declared an interest refund on all real estate and share secured loans paid up to date at the end of June—the refund reduces the effective rate to 6.5% for the second quarter of 2006.

Look for other information related to your credit union's services on our web page: <http://www.rhcu.com>

