

# THE SAN FRANCISCO POLICE OFFICERS' ASSOCIATION

and

## S. F. POLICE CREDIT UNION

# NOTEBOOK

Vol. 4, No. 3



May, 1964

### THE UNITED CRUSADE AND POLITICS

For the last several months there have been loud and justifiable complaints about the use of United Crusade monies for political purposes. Policemen as members of the community have every right in the world to question the use of such funds and do so not as members of any extremist group but merely as citizens who contribute a large sum to that organization.

Your Association and the Welfare Committee wrote letters to the Director of the United Crusade regards an article which appeared in the Examiner on March 13th this year. Mr. Raymond Baarts, Executive Director of the Crusade replied that they are attempting to get the facts themselves and that we will hear from them again when they are clear.

In his letter Baarts said that the member organizations of the United Crusade never engage in political activities "as such" and that their purposes are to provide health and welfare services. "In case of some of these programs, the provision of adequate services overlaps with certain types of social legislation. At this point, it is possible that misunderstanding or misinterpretations of activity may arise. In any event, we are checking into your protest and will report further."

Your Association will stay on top of this puzzle and as soon as a clear answer can be had you will know. In the meantime we should not panic and make a wholesale withdrawal from the Welfare Fund. Many very worthwhile charities would be hurt and we are not in the business of hurting people who need help. Who knows better than a policeman the need for social and public services?

### Insurance Premium Increase

Mr. Bob Zeimer, Association insurance broker, reported to the Executive Board on the necessity for an increase in the premium of our group insurance. The rate at present is 50¢ per thousand and a new rate of 75¢ per thousand has been approved, both by the Executive Board and the April 21st meeting.

The program for the year 7/1/62 to 7/1/63, based on a premium of 50¢, showed an earned premium of \$34,122.52. Claims paid out for that period amounted to \$20,000.00 or a loss ratio of 59%. The premium remained the same for the second year but as of 2/1/64, or the first seven months of this fiscal year, with a total premium of \$19,451.62 paid the claims have amounted to \$35,000.00 or a loss ratio of 180%. If there are no more claims for the rest of the year the loss ratio will still exceed 100%. A look at figures proves that no company will operate at a loss and the Washington National is no exception. This is the justification for the raise.

Other associations and groups started out with the 75¢ figure and retired members were not covered. We are covered as long as we retain our membership in the Association whether retired or active.

The pay roll deduction cost to each member will be \$1.88 per pay check for the \$5,000.00 coverage. Mr. Zeimer did say that the insurance could be bought for less for perhaps one year by changing carriers but in the long run it would pay us to build the program on a sound basis with the same company. There is no such thing as a special price or sale price because they all work from the same actuarial tables. This Association has been very well satisfied with Mr. Zeimer and his staff, claims have been paid promptly without any trouble for the family of deceased members and the Association feels that the 75¢ figure is an equitable

### EMERGENCY HOSPITALS

The recent hue and cry over the removal of free emergency hospitals seems to have been nothing more than the result of what Mayor Shelley calls "a report of a very tentative nature." In answer to a letter of protest from the Association Mayor Shelley wrote that the emergency hospital report which called for a contractual service by private hospitals "has no official status."

Any action concerning the emergency hospitals would have to pass the Board of Supervisors and the Mayor but it is hoped that they can see the value of this great public service. Policemen, in particular, whose lives have been saved by the efficient operation of the emergency hospital people will attest to the value of the present system and will also testify for the need of an expansion to meet the needs of the future.

### CAR WASH DISCOUNT

Mr. Vince Correnti, of Automotive City at 16th & South Van Ness, has informed this Association that members will be given a discount on car washes, steam cleaning, and a continued discount on gasoline prices. This discount can be had by showing a current Association card.

one.

Each member will receive an explanation and a new pay roll card from Mr. Zeimer in the very near future and it is hoped that a calm reaction will take place as our members sign up again and continue this worthwhile benefit of Association membership.

**NEXT MEETING**  
**TUESDAY**  
**MAY 19th**  
8:00 P.M.  
2225 - 48th Avenue

## HIGHLIGHTS OF THE APRIL 21st MEETING

The meeting was called to order by President Allen at 8:20 P.M. and opened with the Pledge of Allegiance.

Roll Call of officers: Pres. Allen (P); 1st V.P. Marelli (P); 2nd V.P. Clark (P); Treas. Barbero (P); Rec. Secty. Gardner (P); Sgt. at Arms Bell (P); Members of the Executive Board: Patrol Bagot (P); Bureau of Insp. Willett (P); Traffic Oliveira (P); Hqs. Kennedy (P); Retired Men Quigley, (A); Exec. Secty. White (E).

Communications: Correspondence re: United Crusade; emergency hospitals; conditions at the Police Range, and Association insurance read and filed.

Minutes of the previous meeting approved as printed in **The Notebook**.

Treasurer's Report rendered and accepted. Membership: 1674. Moved—Gannon — Second — Rosenbaum: that the bills be paid. PASSED.

Committee Reports: 1) Retirement (T. DOLAN) — Committee reported progress in the representation of members before the Retirement Board. JOHN W. COLLINS and SOL P. WEINER appointed to the Retirement Committee. 2) Insurance (GARDNER)—Letter from our broker read and discussed regards a raise in the premium from 50¢ per thousand to

75¢ per thousand. After considerable discussion pro and con it was Moved—Gardner—Second—Gannon that we accept the 75¢ per thousand rate. PASSED.

An Insurance Committee was formed to deal with future possibilities and problems, the members are: M. BARBERO, J. KENNEDY, E. CLARK, and J. YOUNG. Literature regarding the rate raise will be sent to all members along with new payroll deduction cards.

3) Sick Committee (E. CLARK). Visits are being made to Ward 45 and TV sets have been provided to members as needed.

4) Public Award Committee (J. COLLINS). The presentation of the first annual Public Recognition Awards to citizens who aided the police will be made on Police Memorial Day. Television and press coverage has been promised. 5) Police Memorial Day—Association members were requested to attend in uniform as an honor guard—no overtime.

“Support Your Local Police” stickers are available at 1¢. A discussion as to whether or not the Association should buy and distribute them was resolved when Brother W. Bigarani was instructed to investigate and report to the Executive Board.

6) Legislative Committee (GARDNER)—Proposition “E”—the fluctuating retirement measure will be on the June 2nd ballot. Members were asked to support it by talking about it with their friends.

7) P.A.L. (ELLIS). The P.A.L. baseball league is underway with over 750 boys taking part. The P.A.L. Track Meet will be held at Kezar Stadium on May 10th.

8) Sergeants' List—A tribute was paid to Brother ELLIS for his work on the length of the list. Lieutenant candidates were warned to get to work on a similar project for the next Lieutenant's List.

New Business:

1) Whether or not we should hold a Candidates' Night in May was referred to the Executive Board.

2) New membership cards will be accompanied with a decal sticker for each member.

3) Discussion of possibility of increasing accruable overtime on the books was referred to the Executive Board.

4) Testimonial Dinners—Discussion as to the feasibility of the Association putting on two or three dinners a year for members who have been promoted

(Continued on Page 3)

## HEALTH SERVICE SYSTEM Monthly Contribution Rates

EFFECTIVE JULY 1, 1964

The following rates for the fiscal year 1964-1965 have been adopted by the Health Service Board and are to become effective July 1, 1964:

	Plan I	Plan II	Plan III	Plan IV
Employees or Retired.....	\$ 5.36	\$ 4.88	\$ 4.60	\$ 4.30
Employee and one dependent.....	17.62	12.48	12.30	11.56
Retired and one dependent.....	17.62	12.48	12.30	15.10
Employee and Family.....	26.14	18.88	17.60	16.56
Retired and Family.....	26.14	18.88	17.60	22.80
Resigned .....	23.58	20.08	19.80	14.96
Resigned and one dependent.....	35.84	27.68	27.50	25.76
Resigned and Family.....	44.36	34.08	32.80	33.46
Residual .....	12.26	.....	.....	.....
Residual and one or more dependents.....	20.78	.....	.....	.....

Rules and Regulations for the Health Service Board are quoted in part for your information:

### SECTION C-1—EXEMPTIONS

Member may apply . . . at time of original enrollment; thereafter he may apply for exemption ONLY in the month of MAY of each year, such exemption to be effective on the following July 1st.

Application shall be made on forms . . . on any of the following grounds, subject to the approval of the Health Service Board:

- That he adheres to the faith or teachings of a religious sect, denomination. . . .
- That his annual compensation, at straight time, exceeds \$8,500.000.
- That he has otherwise provided for adequate medical care as defined by the Board.

### SECTION E—TRANSFERS (Change of Plans)

A member may transfer from one plan of the System to another subject to the following conditions and limitations:

- The application for transfer may be made ONLY in the month of MAY.
- Evidence of insurability . . . must be provided for . . . dependent.
- If evidence of insurability is satisfactory, coverage shall become effective July 1st.
- Mis-statement . . . may result in termination.
- Coverage for dependents who are unable to provide . . . shall cease.
- A member who is enrolled in a plan other than Plan I and who is leaving the State of California for a period in excess of five months may apply for transfer to Plan I. . . . Such application must be submitted in writing at least thirty days. . . .

## SAN FRANCISCO POLICE OFFICERS' ASSOCIATION FINANCIAL AND STATISTICAL REPORT

Membership as of April 21, 1964 (1629 Active and 46 Retired)..... 1,675

### EXPENDITURES

Answering Service—April.....	\$ 5.70
Telephone Bill—March and April.....	14.30
Policement's Fund—March.....	22.43
Clerical Fees Retirement Cases—April.....	250.00
Legal Fees—April.....	300.00
Rent — April.....	100.00
Officer's Salaries less withholding—April.....	190.74
Notebook — March.....	133.02
Janitorial Service—March.....	10.00
Refreshments—March meeting.....	34.80
TV's Ward 45—Nov. thru March.....	53.00
President's Exp. 3/18 to 4/21.....	60.00
Food for April meeting.....	18.00
Police Pipe Band, 2nd Installment.....	50.00
Stamps.....	10.00
Payroll Taxes Ass'n Share.....	40.95
Payroll Taxes Employees Share.....	27.75
<b>TOTAL EXPENDITURES</b> .....	<b><u>\$1,320.69</u></b>

### FINANCIAL STATEMENT

	S. F. Police Credit Union	UCB Comm'l Account	UCB Savings Account
Balance as of 3/17/64.....	\$505.37	\$1,261.12	\$8,166.08
Interest Earned.....			64.90
Dues Collected.....		1,680.85	560.29
		<u>2,941.97</u>	<u>8,791.27</u>
Less Expenditures for April.....		1,320.69	
<b>BALANCE AS OF 4/21/64</b> .....	<b><u>\$505.37</u></b>	<b><u>\$1,621.28</u></b>	<b><u>\$8,791.27</u></b>

MARTIN J. BARBERO, Treasurer

### LETTER FROM A MEMBER

Please express my sincere thanks to the membership, especially Welfare Officer Ted Dolan, for the wonderful representation I recently received for my case before the Retirement Board.

Watching Ted in action was surely a fine example of the dedication of one police officer aiding another.

Being involved in a situation like mine certainly made the purpose of the Association very apparent and gave me an even greater appreciation of my continual membership in same.

David L. Quandt

### FRINGE BENEFITS AT NO EXTRA COST

Besides the low cost of the loan itself borrowing at your Credit Union has fringe benefits that are made available at **NO EXTRA COST** to the borrower.

**LOAN PROTECTION INSURANCE.** In the event of the borrower's total and permanent disability or death, the loan is paid off.

**PAY ROLL DEDUCTION.** You may repay your loan or save with payroll deduction at no cost to you. **CONVENIENT** and you save the cost of checks and mailing.

### HIGHLIGHTS OF THE APRIL 21st MEETING

(Continued from Page 2)

or retired was held. It was felt that the present system of so many dinners coming at once was not practical so a committee was appointed to look into the problem and report next meeting: D. STAKICH, M. OLIVEIRA, S. WEINER, and L. CALABRO.

#### Old Business:

1) Heat for the meeting room. The Secretary was directed to write to Roberts regarding better heat and lights for the meeting room. This idea led to a discussion of the possibility of a building of our own. Moved—Oliveira—Second—Gardner: that a committee be appointed to look into a building of our own. **PASSED.** The committee was appointed: M. OLIVEIRA, J. LEHANE, R. SCHAUMLEFFEL, F. GANNON, W. BIGARANI.

The meeting was adjourned at 10:25 P.M. in respect to the memories of our departed brothers and the speedy recovery of Brother Patrick Byrne.

Respectfully submitted,  
Peter C. Gardner,  
Recording Secretary.

### Officers of The San Francisco Police Officers Association

William Allen, President  
Eligio Marelli, 1st Vice President  
Edward Clark, 2nd Vice President  
Peter Gardner, Recording Secretary  
Martin Barbero, Treasurer  
Harry Bell, Sergeant-at-Arms

#### MEMBERS OF THE EXECUTIVE BOARD

John Bagot, Patrol  
Mel Oliveira, Traffic  
Don Willett, Bureau of Inspectors  
John Kennedy, Headquarters  
Jim Quigley, Retired Men  
Ray White, Junior Past President—  
Executive Secretary

#### THE SCREENING COMMITTEE

William Allen.....	LO 6-8865
Eligio Marelli.....	VA 6-5120
Edward Clark.....	UN 1-5553
Raymond White.....	OV 1-0614

#### GENERAL COUNSEL

J. W. Ehrlich.....GA 1-4530

#### WELFARE OFFICER

Ted Dolan.....	LO 4-9306
<b>ANSWERING SERVICE</b> .....	<b>EX 2-2888</b>

## TREASURER'S REPORT

The first quarter of 1964 is past history. Just what does your Credit Union look like, financially, as compared to the same period of 1963?

	March 31, 1963	March 31, 1964	
Shares .....	\$2,900,221.79	\$3,356,281.48	up 15.72%
Loans .....	3,259,975.44	3,421,204.44	up 4.95%
Christmas Club .....	14,639.25	19,240.00	up 31.43%
Gain (profit) .....	43,410.81	44,292.66	up 2.03%
Total Assets .....	\$3,495,463.13	\$3,764,229.41	up 7.69%

Now that I've thrown a lot of figures and percentages at you and proved that all is on the black side of the ledger I guess I should quit while I'm ahead. However, let's take a closer look.

For the first time in our ten and a half years existence, the total shares on deposit almost equal the total loans outstanding. This might sound good but in reality it is a bad situation. Although the loan average per loan is higher than the national average, we still find ourselves with money to spare. Far too many of our members are still buying that appliance from the retail outlet and allowing them to charge 18% or double what we charge. Before you buy, check with the office and see if we can't help you.

Now, just so you're not confused, one of the main objects of a credit union is to promote thrift and that is one thing I believe we have accomplished. In the past two years, March 31, 1962 to March 31, 1964 the share balances have increased over \$1,000,000.00. Further, the Christmas Club has steadily increased to the point where more and more members are taking advantage of the opportunity to save for that December onslaught by Payroll Deductions.

Now, we come to the Gain (profit) section of our report. As you will note, the increase is just slightly over 2%. One might ask, Why so small an increase? It certainly is not what it has been in the past. Probably the answer can be found in the increased costs of doing business. Costs of supplies, labor, insurance, etc. The biggest single item has been insurance on shares and loans. Naturally as they increase so do the costs of insuring these items. The fact that our loss ratio in deaths has all but eliminated a dividend on the premiums paid. During the last three years our loss ratio on Loan Protection Insurance premium was 104%, a figure that will cost six cents a thousand more in 1964 or about \$200.00 a month more.

The overall picture continues on the healthy side as our net worth has again increased by 7.69% over the 3.75 mil-

lion and well on the way to the \$4 million mark.

The credit union is yours. Use it. We are open nine hours each day Monday through Friday.

## "ALOHAGRAM"

INTEREST IN THE SF POLICE CREDIT UNION TOUR TO HAWAII IS RISING AT A RAPID RATE. SEVERAL DEPARTURE DATES THROUGHOUT THE SUMMER ARE AVAILABLE. MAKE YOUR RESERVATIONS EARLY ON THIS ONCE-IN-A-LIFETIME VACATION TO THE GOLDEN SANDS AND SWAYING PALMS OF PARADISE. THIS SPECIAL 9 DAY TOUR, INCLUDING ROUND TRIP AIR FARE, WAIKIKI HOTEL ACCOMMODATIONS, ROUND TRIP TRANSPORTATION BETWEEN HONOLULU AIRPORT AND HOTEL, FLOWER LEI GREETINGS, ARRIVAL PARTY, HULA LESSONS AND OAHU SIGHTSEEING IS AVAILABLE FOR ONLY \$199.00. CONTACT THE CREDIT UNION OFFICE AT LO 4-3800 FOR FURTHER INFORMATION.

ALOHA

## SAVE AS YOU BUY

Among other services which have frequently been discussed in the Notebook, your credit union exists for the purpose of providing insured low cost loans for its members. We are sure that most of the members are aware of this policy and have taken advantage of this service. Nevertheless, a national survey indicates that credit union members do 33% of their credit business outside their credit union. This frequently involves \$100.00 to \$300.00 or \$400.00 purchases. We believe that this is due primarily to the members' lack of knowledge regarding the complete loan service available at their credit union.

## CREDIT UNION SAVING

Instead of the twelve to thirteen dollar per hundred per year, your credit union charge per hundred per year is five dollars. Using the same three hundred dollar figure for one year, the credit union cost would be fifteen dollars or a saving to you of twenty-one dollars. If you borrowed three hundred dollars from your credit union and were also able to save fifty dollars by buying at a discount price, your total saving would be seventy-one dollars. This can be done with the same delivery, installation and servicing as provided by large retail outlets. Remember your credit union is not just another financial institution where you are just a name and an account number. If your credit union could point with pride to its efficient operation without preserving its primary purpose of serving you as a member, it would have missed the boat as a credit union. If you wish to make a purchase as just described, or need money for any purpose, come in and talk it over with any member of the staff. If you have a large loan and do not wish to rewrite the loan, or if you have a loan secured by co-signers, you can probably buy and save on your washing machine or television set by taking a separate loan with the item you are buying as collateral. All loans are protected against total and permanent disability and death by loan protection insurance at no cost to the borrower. If you think your case is different, remember that over 99% of all loan requests are approved by your credit union (your bank with a heart).

## HOW TO LOSE FIFTY TO SEVENTY DOLLARS!

Are you buying or do you plan to buy on a department store installment plan a washing machine, a television set, a stove, furniture, carpets or any other item of this type?

Are you reluctantly making this purchase with a retail credit plan because you already have a large loan at your credit union?

Do you believe an additional loan request by you would not be approved by your credit union?

Do you believe that the only way you can borrow for one of the above items is to rewrite the large loan which you now have?

If your loan is a co-signer loan, are you reluctant to ask your co-signers to sign for an additional loan?

## SO, WHAT'S A CREDIT UNION?

Silly question? With over 3800 members we write an article that asks "What's a Credit Union?"

Not really such a silly question. How many of you think of the credit union as "the place where I can borrow or save money"?

What's so special about that? Banks lend money, so do finance companies, savings and loan companies, loan sharks, pawnbrokers, fathers, mother-in-laws, and any number of other types of groups and individuals.

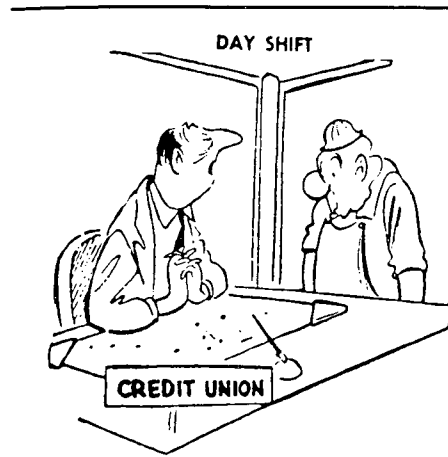
Why then should we take pride in the fact that we have a credit union and what do we do that is so special?

Let's take a look at the formal version of what a credit union is and what it does. A credit union is a group of people with a common bond of interest, (employment, area, church, ethnic) joined together to encourage thrift and to provide financial assistance (loans) at a minimum of cost to the member.

Since a credit union is a non-profit organization the funds derived from interest on loans, after operating expenses, are available to be returned to the membership in the form of dividends—after some is set aside to protect the depositors in the rare possibility of a loan going sour.

Because the credit union is a non-profit organization operating on a minimum of operating expenses (Board of Director members and Committeemen receive no salaries, work on a voluntary basis) interest charges on loans can be set much lower than commercial loaning organizations. Because credit unions all over the world work together, we own our personal insurance company, CUNA Mutual Insurance Society. Through CUNA Mutual we can provide, out of our operating expense and at absolutely no cost to the member, insurance which will pay off a loan in case of death or total and permanent disability. Also at no cost to the member we can provide dollar for dollar life savings insurance up to \$2,000.00, if deposited before age 55 (slightly lower after 55).

Because we are a non-profit organization we can make our loans on character, rather than on how many dollars we feel we can make off a man. While our State charter gives us guide rules on how we may loan, our loan policy can be based on need, rather than on



"We exist only to extend every courtesy to our members . . . What kind of lousy mess have you gotten yourself into THIS time?"

greed. That's why we speak of the credit union as "the bank with a heart."

So next time you think of the credit union (and we hope it will be soon) think of it as the place where the money I save will help someone else in the department who has more troubles than I do—or that the money I borrow will help build a little rainy day fund for one of the guys I work with. These things we feel are just as important as the fact we give high dividends on savings and collect low rates on loans.

### S. F. Police Credit Union

1607 Noriega Street  
LOmbard 4-3800

Open 10 A.M. to 3 P.M., 5:30 to 9:30 P.M.  
Daily except Saturday, Sunday & Holidays

#### BOARD OF DIRECTORS

Thomas Dempsey .....President  
Alan Rosenbaum .....Vice President  
William J. Murphy .....Clerk  
Louis Barberini      Edward Comber  
James McGovern      John Fay

#### CREDIT COMMITTEE

Sol Weiner .....Chairman  
Walter Turchen      Frank Fadhl

#### SUPERVISORY COMMITTEE

Oscar Tiboni .....Chairman  
Edmond Cassidy      Dennis Smith

Harry C. Valdespino.....Treasurer-Manager

## UNDERSTAND YOUR MONEY NEEDS

Because your Credit Union was founded by Police Department employees and is today operated by these same founders (independent of the Police Department) for the benefit of the members, your money needs are really understood and catered to.

Whether you need one hundred dollars for clothes or thousands of dollars for an automobile, you can be sure of getting prompt, courteous, and CONFIDENTIAL money service at your Credit Union.

### S. F. POLICE CREDIT UNION

Charter No. 1247

For Period Ending April 30, 1964  
FINANCIAL AND STATISTICAL REPORT

ASSETS	
Total Loans.....	\$3,455,849.11
CUNA Holding Loans.....	
Suspense Acc't. Loans.....	17.44
Cash, Hibernia.....	
Cash, B of A.....	
Cash, Total.....	156,834.41
Petty Cash.....	10.00
Change Fund.....	750.00
Savings & Loan Shares.....	50,000.00
Time Deposits, Bank.....	69,541.67
Investments in other CUs.....	5.24
Loans to other CUs.....	
Furn., Fix. & Equip.....	16,647.11
Prepaid Insurance.....	1,379.93
Other Assets.....	1,367.50
Maint. Policies.....	455.48
Notebook Receivables.....	172.30
League Dues.....	1,666.72
Pre-paid League Dues.....	3,780.00
Postage Meter.....	47.30
Acc'ts. Receivable.....	71.50
Total Assets.....	\$3,758,595.71

LIABILITIES	
Acc'ts. Payable.....	\$ 104.47
Notes Payable.....	125,000.00
Withholding Taxes.....	
Social Security Taxes.....	
State Unemployment Taxes.....	
State Disability Ins.....	
Dept. of Motor Vehicles.....	6.00
CUNA Holding.....	432.50
Shares.....	3,357,464.61
Christmas Club.....	23,114.00
Regular Reserve.....	116,644.41
Fees.....	28.50
Undivided Earnings.....	76,746.25
Gain or Loss.....	59,054.49
Suspense Shares.....	.48
Total Liabilities.....	\$3,758,595.71

Please cut this out & place in your phone book

### S. F. POLICE CREDIT UNION

1607 NORIEGA STREET  
LO 4-3800

Open 10 A.M. to 3 P.M., 5:30  
to 9:30 P.M. Daily except Saturday,  
Sunday & Holidays

BULK RATE  
U. S. POSTAGE  
**PAID**  
San Francisco, Calif.  
Permit No. 6687

### **Car Safety Comes Free— At Your Credit Union**

In order to promote car safety (and maybe save YOUR life) your credit union is making a special offer to the membership during the period May 15th - June 15th.

To any member financing a new or near-new (61-64 used) car through the Credit Union we will provide easily installed sets of best quality metal-to-metal nylon seat belts. This offer is absolutely FREE!!!

In the event your car should come equipped with front seat belts we will either provide you with sets of belts for the rear seat or the latest thing for seat belts — seat belt rollers which allow your seat belts to neatly roll up against the back of the seat instead of

dangling on the floor or out the door.

Seat belts will be provided in the color of your choice—all we ask is that you buy that vacation car NOW and that you go to the only logical place for your money—to your credit union.

Remember — this offer only good May 15th - June 15th, 1964.

### **Convenient Repayment Fits Your Budget**

Notice we don't say easy repayment. Few loans are easy to repay. But most people appreciate attention given to CONVENIENCE in repaying a loan. This means a monthly payment that fits your budget instead of stretching it. The point to remember is that at your Credit Union you select the monthly payment that is convenient for you.

### **WHAT WILL IT COST?**

If the purchase at a retail store is for a household item which costs three hundred dollars, your yearly charge will be from twelve to thirteen dollars per hundred per year. If you pay all of the installments within a year, the credit cost would be (using the twelve dollar figure) 36 dollars. Remember also that the original cost of the item in a retail store would be the full retail price. If you were able to pay cash, you probably know of several outlets where you would be able to save at least forty to fifty dollars on the original price for the same twelve hundred dollar item.

**HAVE YOU BEEN TO THE BLOOD BANK LATELY?**