

the Contact

DECEMBER 2003



A Publication for Members of Northrop Grumman Federal Credit Union

The Best Auto Financing is Right Here!

**3.9%
4.9%** APR*^{or} **NEW
USED**

You still have time to lock-in a great low-rate new or used auto loan at Northrop Grumman Federal Credit Union. Whether you're ready to purchase a brand new 2004 model-year car, save big with a rebate on lower priced in-stock 2003 models, or buy a new-to-you pre-owned auto, apply for a Northrop Grumman FCU pre-approval before you go shopping. With our 3.9%* fixed rate for up to 48 months or our 4.9%* fixed rate for up to 72 months and a Credit

Union auto loan pre-approval, you have everything you need to negotiate the best deal on the car you want.

Use these great rates to refinance a higher interest rate auto loan you have elsewhere.*

With a single phone call you could lower your monthly payments, set up payroll deduction or automatic transfer of your payment, and pay less for your call over the life of the loan.

Need A Little Extra? Our Special Holiday Loan

It's not always easy to be completely prepared for the end-of-year holiday shopping season. There are always one or two special gifts you didn't plan for. That's why Northrop Grumman Federal Credit Union has initiated a new low-rate Holiday Loan.

You can borrow up to \$3,000 at 8% annual percentage rate and take up to one year to repay. There are no pre-payment penalties, so, if you want to pay it off sooner, you can.

Apply today! Call 800-633-2848.

Call 800-633-2848 today!

Ask for the dealer rebate and save more with a Credit Union loan.

For example, you save money with NGFCU when you take a \$2,500 dealer rebate and apply the rebate to the Credit Union initial loan balance. With these terms, even with a 0% rate from the dealer, you save at the Credit Union. Keep in mind that most people do not qualify for the low special dealer incentive rates.

60-MONTH TERM	DEALER	CREDIT UNION
Special Interest Rate	1.9% APR*	4.9% APR*
Factory Rebate	\$0 WITH PROMO RATE	\$2,500 APPLIED TO LOAN
Loan Amount	\$20,000	\$17,500
Monthly Payment	\$349.71	\$329.50 SAVE OVER \$20 EACH MONTH
Total Cost of the Auto	\$20,982	\$19,769 SAVE OVER \$1,200

*Annual Percentage Rate. Numbers are for comparison only. Payments and pay off may vary slightly depending on the date the loan is finalized and the length of time before the first payment. Some rebates may differ on select models. Higher rebates, when applied to the Credit Union loan, reduce the monthly payment and the total cost of the vehicle even more. These rates may not be used to refinance a current NGFCU auto loan. Rates are subject to change without notice.



Join the party! Open a Holiday Club Account

A growing number of members are using the savings discipline built into our Holiday Club Account to prepare for the winter holidays each year. It's easy to get started. And you can make the commitment that best suits your pocketbook and gift giving requirements.

Here's how it works. Start out by opening your Holiday Club Account with at least \$25 and establish automatic weekly or monthly transfers for a set amount (at least \$5) from your checking or regular share account. On or before November 5, 2004, all but \$5 of the money on deposit on October 31 will be transferred into your regular share account for use during the holiday shopping season. We'll leave \$5 in the Holiday Club Account to get you started for the next year. Use caution when you establish your transfer amount since a \$5 fee is charged for every withdrawal you make from the Holiday Club Account between January 1 and October 31 of the annual cycle.

Unless you inform us otherwise, the transfer amount and schedule you establish when you set up the account will continue each year.

Make the 2004 winter holidays the happiest ever by starting a Holiday Club Account today!

Call 800-633-2848 to get started.

Performing a Holiday Jungling Act? Skip a Payment



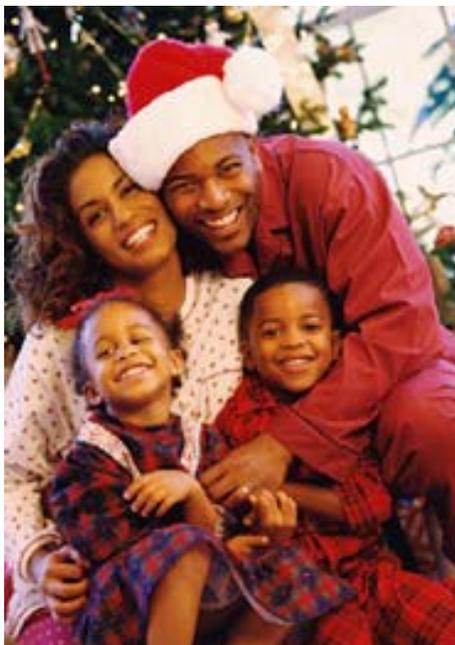
Employees of Northrop Grumman West Coast elements have traditionally enjoyed the benefit of a skipped loan payment through payroll deduction on Christmas week each year. That tradition will continue this year. The company will not collect credit union loan payments via payroll deduction on the year-end holiday checks for the week ending January 2, 2004, scheduled for distribution prior to the holiday closing. Employees wishing to avoid the ad-

ditional interest incurred by not making this payment should make a supplemental payment on their loans prior to the holiday shutdown and request that it post on January 2, 2004.

We are extending a similar courtesy to members who are not on Northrop Grumman payroll deduction by giving members who are up-to-date on their monthly payments the option of skipping their regular January payment on any loan except Mortgages and Home Equity Lines of Credit.

Even though the Credit Union will not consider the skipped payments as delinquent, interest will continue to accrue on the loan and, where applicable, the term of the loan will be automatically extended. Members may want to avoid the additional interest by making their scheduled payment prior to the usual due date. We will notify you of your next regularly scheduled payment for February.

We hope this skipped payment will make your holiday season even more enjoyable!



Hunt Valley Branch Office Closed

Although it became necessary to close the Credit Union branch in Hunt Valley, MD, members can still access their Northrop Grumman Federal Credit Union accounts nearby at Atlantic Financial FCU located at 40 Schilling Road, Hunt Valley, MD. This credit union is part of the FSCC Credit Union Service Center Network. Please visit www.cuswirl.com or call 888.CU.SWIRL to find the credit union service center closest to you. For the Co-op ATM nearest you, visit www.co-opnetwork.org or call 888.SITE.COOP.

Important Telephone Numbers

Credit Union 310.808.4000
Outside 213 or 310 800.633.2848
Eastern Region 800.624.7075
Call 24 310.327.0682
Outside 213 or 310 800.676.3328
Report a lost or stolen:
MasterCard 800.453.4270
Visa ATM/Check Card 800.554.8969
Find a:
COOP ATM 888.SITE.COOP
CU Service Center .. 888.CU.SWIRL

Problems? Inquiries?

The Supervisory Committee has the responsibility to continually review the functions of the Credit Union to ensure that it is operating in the best interest of its members. Any questions, suggestions or inquiries should be directed to:

Chairman, Supervisory Committee
Northrop Grumman
Federal Credit Union
Box Number 3382
Gardena, CA 90247-7082

Visit us on the Internet at:
www.norgrumfcu.org



There is More to a HELOC Than Simply Home Improvements

These days a home equity line of credit can do a lot more for you than just buying paint, fixing the roof or redoing the floors. Of course, you can fix up your home. But more than that, you can also use it to consolidate burdensome debt before the holidays. By applying fee-free* for a Northrop Grumman FCU Home Equity Line of Credit (HELOC), you'll also have the funds you need to buy a new car, pay for education, consolidate high interest rate credit cards or whatever other purpose you have in mind – and you could enjoy some significant tax benefits on the interest you pay, too.

Our Home Equity Line of Credit is a form of revolving credit that allows you to use up to 90% of your home's value less the first mortgage. With our \$650 allowance for closing costs and fees*, a low 4.25%* variable interest rate, 10-year draw period and 15-year repayment term, and the

possible tax benefits, it couldn't be easier or more economical to put your home's value to good use right now.

Adding more flexibility, you can even establish different terms for different uses of your Home Equity Line of Credit. If you want a new auto purchase to amortize in six years, we'll set up the payments that way. If you want to stretch out the repayment for a debt consolidation, we can do that, too. There are no fees to take advances and no pre-payment penalties. You only pay simple interest on the amount outstanding.

Call today to submit an application... or, if you already have an NGFCU Home Equity Line of Credit, make it your first choice for an economical source of funds for almost any purpose.

*In Maryland, the \$650 allowance may not cover all the origination costs. Rates subject to change on the 5th of each month.

To: Northrop Grumman Federal Credit Union attn: Call Center

YES, I want to know more about these products/services:

- | | | |
|---|---|--|
| <input type="checkbox"/> Share Draft (checking) | <input type="checkbox"/> Touchtone Phone Acct Mgmt | <input type="checkbox"/> Home Equity Line of Credit |
| <input type="checkbox"/> Term Savings Account | <input type="checkbox"/> Visa ATM/Check Card | <input type="checkbox"/> Auto Locating Services |
| <input type="checkbox"/> Holiday Club Account | <input type="checkbox"/> MoneyMaster Line of Credit | <input type="checkbox"/> Direct Deposit of Social Security |
| <input type="checkbox"/> IRA Accounts | <input type="checkbox"/> Auto Loan Pre-Approval | <input type="checkbox"/> Direct Deposit of Retirement |
| <input type="checkbox"/> Internet Acct Mgmt | <input type="checkbox"/> First Mortgage Loan | <input type="checkbox"/> Membership |

To: Flight Plan Financial Services, Inc. a wholly-owned subsidiary of Northrop Grumman Federal Credit Union

YES, I am interested in learning more about securing my own financial future. Please send me information on the following:

- | | |
|---|---|
| <input type="checkbox"/> Retirement Planning* | <input type="checkbox"/> Life Insurance |
| <input type="checkbox"/> 401(k) Plan* | <input type="checkbox"/> Property/Auto Insurance |
| <input type="checkbox"/> Mutual Funds* | <input type="checkbox"/> Long Term Care Insurance |
| <input type="checkbox"/> IRA Rollovers* | <input type="checkbox"/> Medicare Supplement |
| <input type="checkbox"/> Reducing Taxes* | <input type="checkbox"/> Retiree Dental/Vision Coverage |
| <input type="checkbox"/> College Funding* | |

Send this section to:

**Northrop Grumman FCU
Box Number 47009
Gardena, CA 90247-6809**

*Securities offered through Linsco/Private Ledger Member NASD/SIPC - Stocks, bonds, mutual funds, annuities and other investments available through Linsco/Private Ledger are not deposits in Northrop Grumman FCU, are not insured by the NCUSIF, nor are they obligations of, or guaranteed by Northrop Grumman FCU. Such investments may fluctuate in value and are subject to investment risks, including loss of some or all of the principal.

Holiday Hours

During the holidays, our branches will have abbreviated hours or will be closed. All branches will be closed on Christmas and New Years Day. Members are encouraged to use our many remote access services including Call 24, *the_Max!*, any convenient ATM (888-SITE-COOP) or CU Service Center (888-CU-SWIRL).

LOCATION*	Wednesday December 24	Friday December 26	Monday December 29	Tuesday December 30	Wednesday December 31	Friday January 2
Pacific Pointe, CA	9 -12	10 to 6	10 to 6	10 to 6	9 to 12	10 to 6
Lancaster, CA	9 to 12	10 to 6	10 to 6	10 to 6	9 to 12	10 to 6
MTA Bldg, CA	8 to 11	Closed	8 to 11	Closed	8 to 11	Closed
Lake Charles, LA	Closed	Closed	9 to 12	Closed	Closed	Closed
Rolling Meadows, IL	Closed	Closed	9 to 12	Closed	Closed	Closed
Airport Park, MD	9 to 2	8 to 5	8 to 5	8 to 5	9 to 2	8 to 5
Call Center	7 to 3	7 to 6	7 to 6	7 to 6	7 to 12:30	7 to 6

*Branches NOT listed will be CLOSED each of these days.

**Thanks
for all your
support
during the
past year.
Best wishes
for a
happy holiday
season
and a
prosperous
New Year!**

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