

fall 2008

profile

<b>assets</b> \$145,878,114	<b>loans</b> \$128,064,767	<b>savings</b> \$135,275,518
<b># of members</b> 16,214	<b>1-year GIC</b> 3.99%*	<b>1-year mortgage</b> 4.99%*

\*Rates are subject to change without notice.



The winds of autumn are blowing a new investment opportunity your way!

**Buy low – sell high.** Everyone knows the golden rule of successful investing. But deciding exactly what to buy and when to sell – well, that’s a much trickier proposition. Investing for your future is not as easy or risk-free as the business magazines would like you to think.

That’s why Comtech, in association with their dealer partner Qtrade,\* is offering you an exciting new investment opportunity: Professionally Managed Investment Portfolios.

**Our commitment to you: Superior value**

Together, we’ve designed this innovative investment solution with you in mind. A Comtech Professionally Managed Investment Portfolio gives you the best of both worlds – expert money management AND exceptional returns, so you’ll never have to worry about your investment decisions again.

Professional money managers will create a customized portfolio of investments, tailored specifically to your personal financial needs. Your portfolio will be carefully balanced to take advantage of equity and income investments across a wide range of countries, sectors and investment styles. By building diversity into your account, the money managers will take advantage of the investment opportunities and help achieve your investment objectives.

**Rebalancing and reporting**

As markets shift, the investment experts will monitor your portfolio and rebalance it as needed. We’ll make sure that you maintain the right mix of investments, so that your portfolio stays true to your investment objectives. We’ll also help you keep track

of your investments by sending you a personalized, easy-to-read Investment Summary Statement twice a year. And a comprehensive year-end tax summary makes tax reporting a breeze. Investing for your future has never been easier!

**Service excellence**

Whether you’re just starting out or have considerable assets to invest, Comtech, in association with its dealer partner Qtrade,\* has the value-added solutions you need for every age and stage of your life. Our non-commissioned Investment Advisors and Mutual Funds Representatives are always available to give you personalized, one-to-one advice to help you achieve your short- and long-term financial goals.

Mutual Funds and other securities are offered through Qtrade Advisor, a division of Qtrade Securities Inc., member IIROC and CIPF. Mutual Funds are also offered through Qtrade Asset Management Inc., member MFDA.



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The Bell employee stock plan is ending soon!

Keep your savings on target with our **HIGH-INTEREST Life Saver Account**

In just a few short weeks, the Bell Canada employee stock plan will come to an end. The plan is expected to wind up in December but may finish even sooner. If you haven’t decided how to continue saving when the BCE plan closes, it’s time to take a good look at Comtech’s new **Life Saver Account**.

The **Life Saver Account** is an excellent investment option – you’ll get a fantastic interest rate, plus the convenience of saving through payroll deductions. With regular contributions, your savings will build quickly and earn high interest for you every day. There’s no minimum deposit required and your money is always available when you need it – through online or telephone banking or by contacting our Call Care Centre at 1.800.209.7444. As an added bonus, you’ll even get one free withdrawal per quarter.

**It’s easy to make the change**

All it takes is a few clicks of the mouse to take advantage of this exciting new savings opportunity. Just go online to the Bell employee self-serve website and redirect your payroll deductions to Comtech’s high-interest savings plan. To complete the transaction, enter Comtech’s institution number (807), transit number (00012) and your own Comtech account number. After you’ve entered all the information, contact your branch or our Call Care Centre and we’ll set up an automatic transfer to your **Life Saver Account**. Time is running out for the BCE plan, so set up a Life Saver Account today!



**Holiday Hours**

**Thanksgiving**  
Monday, October 13 *Closed*

**Remembrance Day**  
Tuesday, November 11 *Closed*

**Christmas**  
Wednesday, December 24  
*Closing at 3 pm*  
Thursday, December 25 *Closed*  
Friday, December 26 *Closed*

**New Year’s**  
Wednesday, December 31  
*Closing at 3 pm*  
Thursday, January 1, 2009  
*Closed*

# our roots

Our Foundation is Rooted in our Service

## Putting down roots at Comtech

Roger has always been a "cash-only" kind of guy. He paid his bills on time and rarely used credit to pay for anything. While that may sound like a good approach to money management, it actually ended up causing problems for Roger. When the time came to buy a house, he didn't have much of a credit history, so major financial institutions were reluctant to give him a mortgage. That is, until he dropped into his local Comtech branch.

In rapid-fire style, Roger shares his enthusiasm for the Comtech experience. "Curiosity and convenience brought me to Comtech in the first place. As a Bell employee, I liked the idea of having a branch right in the office, so I went in to see what they had to offer. I was so impressed by the way that everyone treated me. They took the worry out of buying a house and bent over backwards to help me reach my financial goals."

Creekbank Branch Manager Lynn Wine helped Roger set up a financial plan and gave him the advice he needed to make the right decisions about his future. "Once I found the house I wanted, Comtech took care of everything for me – right down to sending all the paperwork to the lawyer," explains Roger. "It was a worry-free experience from beginning to end. I shopped around at different banks and Comtech's rates were very competitive. When I factored in the superior service, I was sold. I've tried other financial institutions and I'll never deal with them again because they make everything so complicated and difficult."

Just one and a half years after joining the Creekbank branch, Roger is on the move again. He's buying a bigger house and gives Comtech all the credit for his financial success. "Comtech has done so much for me – without them, my life would be much different," he states. "They helped me define my goals and gave me the solutions to help me reach them. The expert advice, courteous service and steadfast support that I've received at Comtech are second-to-none!"

If you have a Comtech story you would like to share, please send it to: **Sheila Bradt, Comtech Credit Union, 102 – 220 Yonge Street, Toronto, ON, M5B 2H1 or e-mail bradt@comtechcu.com.**



## TAX-FREE SAVINGS are coming to Comtech!

In January 2009, the federal government will introduce the **Tax-free Savings Account (TFSA)** – the first tax shelter of its kind in Canadian history. This revolutionary plan will allow you to save and invest money every year, without paying tax on the investment income earned in your account.

This all purpose Savings Account will be very popular with all groups because any interest earned, dividends or capital gains held in the account will not be taxed, even when withdrawn. Pensioners can save more, knowing that the investment income earned in the TFSA will not affect federal income-tested benefits, such as the Guaranteed Income Supplement, Old Age Security or the Goods and Service Tax.

To take advantage of this exciting new savings opportunity or to learn more about the benefits of investing in the TFSA, please contact **Deirdre Austen** at 1.800.209.7444 ext. 2205 or austen@comtechcu.com. **Smart steps for every age and stage of your life!**

## Ready for a new ride? Get a Comtech car loan and save!

With gas prices soaring sky-high, it's more important than ever to keep your car payments under control. That's why a car loan from Comtech makes so much sense.

### Cash is king

With most North American car manufacturers pulling out of the leasing business, the days of easy leasing are long gone. But cash is still king at the car dealership and you can negotiate a very affordable price on some popular, fuel-efficient cars – if you have money in your pocket.

### Take the first step to a great deal

Start by arranging a car loan at Comtech – it's fast and easy. We're offering variable loans at Credit Union PRIME and fixed rate loans at an unbeatable 5%\*, with flexible repayment options. You won't find a better deal anywhere!

Once you have the funds pre-approved, head to your favourite car dealership and start wheeling and dealing with confidence. Many dealerships offer terrific "deal sweeteners", including generous cash incentives and upgrades, when they know you're paying with cash. The fact that you borrowed the money from Comtech makes no difference to the dealership and you get the benefit of a loan that fits your budget.

In fact, by choosing the right car and negotiating from a position of strength, you can keep your borrowing costs as low as \$299/per month. That's not much more than it costs to fill the gas tank of some SUVs! So why struggle through another winter in your old gas-guzzler when you can have a brand-new, eco-friendly hybrid? Talk to your Personal Financial Officer today and get the car you really want – at a price you can afford!



FORGET LEASING Cars you can own for under \$300/mo!	08 Chevrolet Aveo 5 LS 4 Dr Hatchback	08 Honda Fit (base) 4 Door Hatchback	08 Toyota Yaris Le 4 Dr Hatchback	08 Hyundai Accent L 4 Dr Sedan	09 Nissan Versa 1.85 4 Dr Hatch	08 Kia Rio EX 4 Door Hatchback
MSRP	\$12,995	\$14,980	\$14,245	\$14,295	\$13,598	\$13,995
Freight	\$1,095	\$1,295	\$1,090	\$1,345	\$1,325	\$1,455
Cashback incentive	\$2,800			\$3,100		\$1,750
Federal ecoauto rebate		\$1,000	\$1,000			
SUBTOTAL	\$11,290	\$15,275	\$14,335	\$12,540	\$14,923	\$13,700
PST & GST included	\$12,758	\$17,261	\$16,199	\$14,170	\$16,863	\$15,481
Bi-weekly loan payment 5% fixed rate for 5 years	\$111	\$150	\$141	\$123	\$147	\$135

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