

car loans

get the wheels in motion



responsible banking™

bankmecu

# our philosophy:

At the heart of bankmecu is a belief that a clear connection exists between strong communities, a healthy environment and a more responsible approach to banking.

# why bank with bankmecu?

bankmecu is a new kind of bank in Australia – a customer owned bank. This means we put our customers first because they also own the bank.

We pride ourselves on personal service. We also return benefits to our customers in the form of better interest rates and lower fees. In 2010 our customers were collectively \$31 million better off than they would have been if they banked with Australia's big banks.

We also offer our customers a more responsible approach to banking.

People want to bank with someone they can trust with their money and trust to act ethically.

We design banking products and services that support our customers to achieve their financial goals while also helping them take steps to live more sustainably. We also invest our customers' money in responsible ways that generate benefits for them as well as create stronger communities and a healthier environment.

In 2010 *Ethical Investor* recognised us as Australia's most sustainable small company of the year.

# make a smart move<sup>®</sup>

When we created the goGreen<sup>®</sup> Car Loan we pioneered a different approach to motor vehicle finance. Interest rates on goGreen<sup>®</sup> Car Loans are determined according to how 'green'\* or safe your vehicle is. The lower the greenhouse emissions from the car you want to purchase or the higher the ANCAP rating, the lower the interest rate. See the 'how it works' section on the opposite page.

Check out our Buying a Car guide at [bankmecu.com.au/guides](http://bankmecu.com.au/guides)



# how it works

If the Government has rated your car 7 or more for its greenhouse gas contribution or 5 star or higher for the ANCAP safety rating, then it receives a lower interest rate – that's the responsible thing to do.

Generally speaking, small cars with 4 cylinders are rated 7 or higher.

If you want to see the rating of your ideal car, please check [www.greenvehicleguide.gov.au](http://www.greenvehicleguide.gov.au) or [www.ancap.com.au](http://www.ancap.com.au)

type of car	greenhouse or safety rating
New and used cars less than or equal to 7 years old.	greenhouse rating of 7+ or ANCAP rating of 5 star
All other new and used cars and motorbikes less than or equal to 7 years old.	N/A

For information on the applicable interest rate based on the type of car and greenhouse or safety rating, go to [bankmecu.com.au/carloan](http://bankmecu.com.au/carloan)

# we offset your car's emissions

With our responsible car loan, bankmecu commits to offset your annual greenhouse gas emissions over the life of your loan at no cost to you.

We base the amount offset on the average kilometres motorists travel per year – about 15,000 km.

Approximately 4 tonnes of CO<sub>2</sub>-e is generated each year from this amount of driving.

Some of our customers will do more than this and naturally some will do less. It averages out over all goGreen® Car Loans.

This amount is then accounted for in bankmecu's Conservation Landbank which currently comprises around 650 hectares of native Australian bush located in Victoria's West Wimmera region.

You can read more about our Landbank online or in bankmecu's 'makes a world of difference' brochure.

bankmecu offers customers a complete solution when buying a car:

✓ free car buying service  
(Car Buying Made Easy)

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✓ car news and reviews  
from our website

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✓ budgeting advice

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✓ insurance

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✓ loan calculators

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✓ pre-approved  
goGreen® Car Loan

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✓ tips on driving to reduce  
the cost and impact on  
the environment

For more information, go to  
[bankmecu.com.au/carloan](http://bankmecu.com.au/carloan)

# emissions we have offset

Since November 2003 bankmecu has been offsetting greenhouse gas emissions from the goGreen® Car Loans we finance.

Between 2003 and 2006 carbon was offset via tree plantings managed by Greenfleet. From 2007 carbon is offset via bankmecu's Conservation Landbank. Since 2008, bankmecu has committed to offset 24,015 tonnes of CO<sub>2</sub>-e in the Conservation Landbank for cars we have financed.

Our greenhouse gas emissions are outlined in the table below.

offset period	greenhouse gas emissions [t (CO <sub>2</sub> -e)]
1 January 2008 – 30 June 2008	5,255*
1 July 2008 – 30 June 2009	9,248
1 July 2009 – 30 June 2010	9,512
TOTAL	24,015

\*This figure is calculated by Greenfleet methodology which uses 4.3 tonnes of tCO<sub>2</sub>-e per average car. bankmecu is now working with Landcare CarbonSMART, who estimate 4 tonnes of tCO<sub>2</sub>-e per average car.

Source: Figures taken from the mecu sustainability report 2009/10.

# how much can you afford?

Before you go looking for a car find out how much you can afford to spend and what your repayments will be. Use our website calculators to work out your borrowing capacity, loan repayments and much more.

## doing your sums

Remember that there are also other expenses to be considered when purchasing a car such as on-road costs, insurance, stamp duty and registration. Putting some money towards your car purchase will help cover these extra expenses and will also improve your chances of having your car loan approved.

# finding the best car for you

The next step in finding a car is to determine which is the best one for you. bankmecu has partnered with Car Buying Made Easy who offer a free car buying service to assist you find the right car at the right price. A Car Buying Made Easy representative can assist you in determining which type of car is right for you, find the best examples available on the market, and assist with pricing to ensure that you get a fair deal. Best of all you won't have to deal with car salespeople if you choose not to.

Car Buying Made Easy can also arrange to bring a car to your home or workplace (distance limits apply) for a test drive. If you're buying a used car, they'll even give it a going over to ensure that it's in the best possible condition.

If you would like to do your own legwork, our website also provides you with many links to car buying and car manufacturing websites.

# applications

bank**mecu** has made applying for your car loan easy. You can apply over the phone, at your local service centre or complete your application online at **bankmecu.com.au**. Either way, one of our consultants will have an answer to you quickly.

# insurance

Before you take your new car out on the road, it's important that it is insured. bank**mecu** offers comprehensive cover through our insurance partners who can meet all your insurance needs.

For drivers who do less than 10,000 kilometres per year, we can offer goGreen® Car Insurance, rewarding you with lower premiums for less time on the road.

## pre-purchase approval

bankmecu also offers pre-purchase approval so you can be driving away in your new car sooner. We'll help you complete the paperwork upfront then simply head off and buy your car knowing exactly how much you have to spend.

## trading your car in

If you already have a car and want to trade it in, make sure you do your homework to determine its value.

You may find that you will get a more reasonable price for a trade-in if you purchase your new car from the same dealer.

A representative from our free car buying service Car Buying Made Easy, can also help you negotiate the best possible price for your trade-in.

Another alternative is to sell the car privately, which will require you to obtain a roadworthy certificate as ownership cannot be transferred without it.

# your car and the environment

Listed below are a few tips to help you use your car in a more environmentally friendly way.

- think about how much you use your car. Walk to the local shop instead of driving. This will help reduce greenhouse gas emissions and improve air quality as well as your fitness!
- greenhouse gas emissions are directly related to your car's fuel consumption so driving a fuel-efficient car and being responsible about how you use it will reduce the impact
- reduce your speed – driving more slowly reduces fuel consumption
- ensure your car is tuned and serviced regularly. The worst polluters on our roads tend to be old cars. If you do drive an older car, help the environment by making sure it is tuned regularly.
- don't warm your engine up for long periods before you drive away
- use your gears more efficiently – driving gently in a high gear is an efficient way of driving.

# your car and the environment

- travel lightly and remove unnecessary items from your car to reduce weight – those golf clubs in the back or surfboard on the roof create extra load and reduce aerodynamics – this will improve your fuel consumption and reduce fuel emissions.
- plan your trip before you set off as this will not only save you from getting lost, but it will also save you using unnecessary fuel
- car-pool wherever possible, as this will reduce fuel usage and costs
- make sure that your tyres are inflated to the correct pressure, as soft tyres cause higher fuel consumption
- if you have two cars, use the most environmentally efficient one where possible.

# our locations

If you would like to contact bankmecu to take advantage of our car loan products here's how:

phone

132 888

website

[bankmecu.com.au](http://bankmecu.com.au)

service centres

[bankmecu.com.au/contact](http://bankmecu.com.au/contact)

For more information  
about bankmecu  
call **132 888**, visit  
**bankmecu.com.au**  
or drop into your local  
service centre.



**UNEP Finance Initiative**  
Innovative financing for sustainability



Certified by the  
Carbon Reduction Institute

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