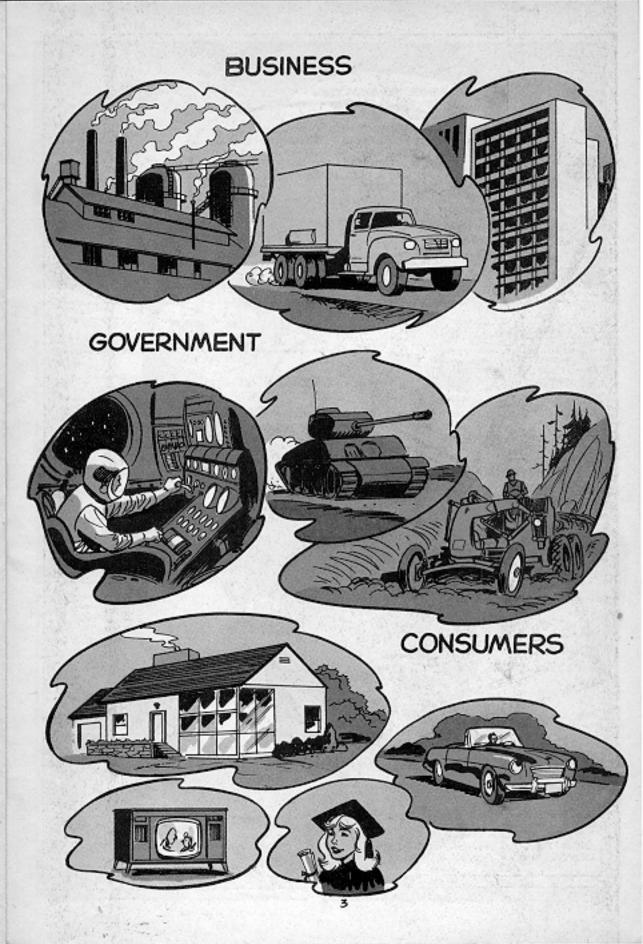
THE STORY OF CONSUMER CREDIT



FEDERAL RESERVE BANK OF NEW YORK





BUSINESSES AND GOVERNMENTS
HAVE USED CREDIT FOR CENTURIES, BUT
CONSUMER CREDIT HAS BEEN USED WIDELY
ONLY IN THE PAST 40 YEARS. USING
CREDIT HAS A DUAL IMPACT ON OUR LIVES.
IT ALLOWS US TO ENJOY WHAT WE
WANT NOW, BUT, BECAUSE CREDIT
IS DEBT THAT MUST BE REPAID, IT
OBLIGATES US TO MAKE FINANCIAL
PLANS FOR THE FUTURE.











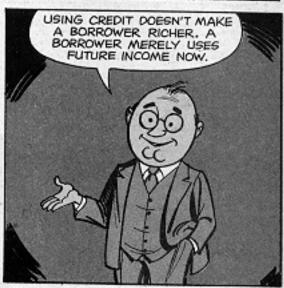




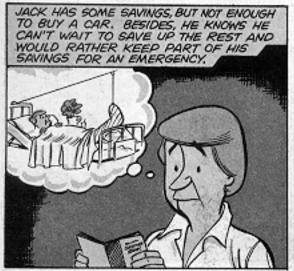






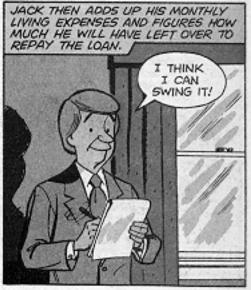














MONTHLY EXPENSES AND INCOME FOOD.....\$ 320 UTILITIES..... 50 ENTERTAINMENT........ 50 CLOTHING (INCLUDING LAUNDRY) 25 OTHER \$977 AFTER TAX INCOME....... . 1040

THESE CALCULATIONS
ARE A GUIDE ONLY.
THEY SHOULD BE USED
CAUTIOUSLY BECAUSE YOU
MAY NOT BE ABLE TO MEET
MONTHLY PAYMENTS WHEN
INFLATION IS PUSHING UP
THE COST OF BASIC
ITEMS, SUICH AS FOOD,
FUEL AND HOUSING.





























FINALLY, YOUR COLLATERAL -- DO YOU OWN ANYTHING VALUABLE THAT THE LENDER CAN SELL TO PAY OFF YOUR LOAN IF YOU FAIL TO REPAY.



THEN, YOUR CAPACITY -- HOW MUCH YOU EARN, YOUR BASIC EXPENSES, NUMBER OF DEPENDENTS AND ANYTHING AFFECTING YOUR INCOME AND ABILITY TO PAY, LIKE ALIMONY OR CHILD SUPPORT.



IN SPITE OF A GOOD CREDIT RECORD, YOU STILL MIGHT BE TURNED DOWN FOR SEVERAL OTHER REASONS. FOR EXAMPLE, YOU MAY HAVE JUST CHANGED JOBS... [T TIM YOUR NEW ED]



...OR YOU MAY HAVE JUST MOVED, SOME LENDERS REQUIRE TWO OR MORE YEARS AT A JOB OR RESIDENCE.



YOU ALREADY MAY HAVE TOO MANY DEBTS OR MIGHT BE MAKING AN UNREASONABLE REQUEST.

I'D LIKE TO BORROW \$1,000 UNTIL AFTER THE DERBY.

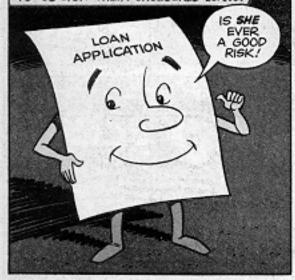


THE LENDER YOU'RE
ASKING MAY HAVE
STRICTER STANDARDS
THAN OTHER CREDITORS
OR MAY NOT HAVE
FUNDS LEFT FOR
CERTAIN TYPES OF





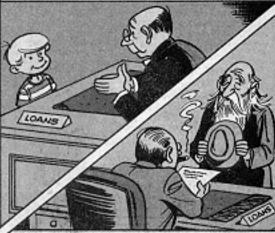
FOR EXAMPLE, CREDITWORTHY MARRIED WOMEN CAN HAVE CREDIT ACCOUNTS IN THEIR OWN NAMES. THEIR HUSBANDS DON'T HAVE TO CO-SIGN THEIR UNSECURED LOANS.



FOR EXAMPLE, A LENDER MAY CONSIDER HOW MUCH YOUR INCOME WILL DECLINE WHEN YOU RETIRE, BUT...

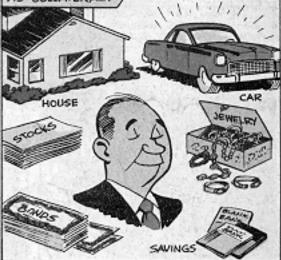


A LENDER MAY ASK YOUR AGE TO BE SURE YOU CAN LEGALLY MAKE A CONTRACT...



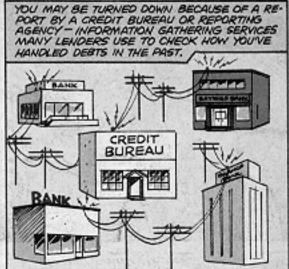
... BUT CANNOT USE YOUR AGE TO TURN YOU DOWN, MAKE YOU REAPPLY FOR AN EXISTING LOAN OR IGNORE YOUR RETIREMENT INCOME.

...MUST ALSO CONSIDER ALL OF THE OTHER STANDARDS OF CREDITWORTHINESS, SUCH AS COLLATERAL.

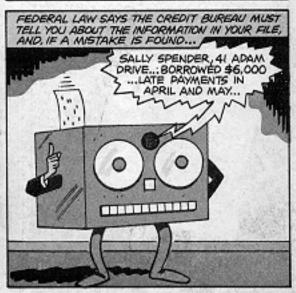


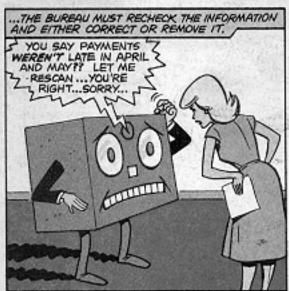
THE LENDER MUST APPROVE OR DENY YOUR APPLICATION IN WRITING WITHIN 30 DAYS. IF YOU'RE TURNED DOWN, THE LETTER SHOULD EXPLAIN WHY OR STATE THAT YOU HAVE A RIGHT TO BE TOLD. BE SURE TO FIND OUT WHY!

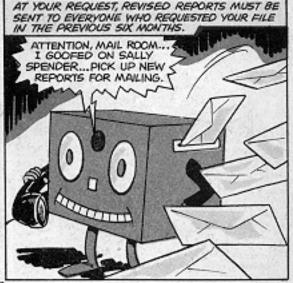








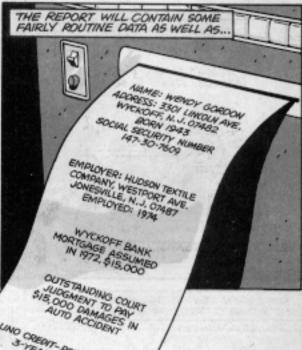












AUTO DAMAGES IN
ACCIDENT

MAXIES DEPAREMENT STORE

VINE CHARGE CARD

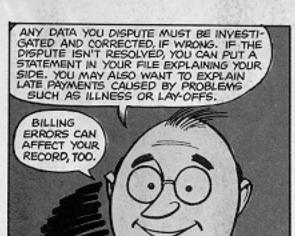
OUTSTANDING

THIS
LENDI

OF W
HOW

...DATA ABOUT YOUR BACKGROUND AND YOUR BORROWING AND REPAYMENTS, INCLUDING LATE PAYMENTS.

THIS INFORMATION GIVES LENDERS A GOOD PICTURE OF WHO YOU ARE AND HOW WELL YOU PAY YOUR BILLS,

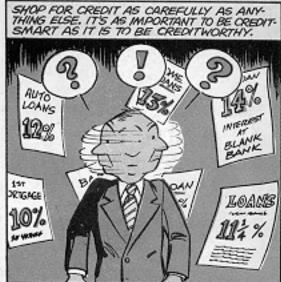








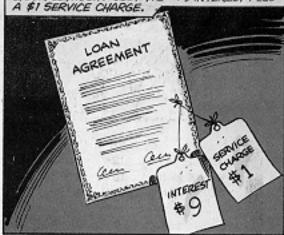




FEDERAL LAW SIMPLIFIES COMPARING CREDIT COSTS BY REQUIRING LENDERS TO REVEAL TWO IMPORTANT NUMBERS—THE FINANCE CHARGE AND THE ANNUAL PERCENTAGE RATE.



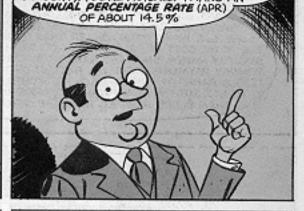
THE FINANCE CHARGE IS THE LOAN'S TOTAL DOLLAR-AND-CENTS PRICE TAG. THE FINANCE CHARGE ON A 1-YEAR \$100 LOAN AT 9%, FOR EXAMPLE, MIGHT COST \$10--\$9 INTEREST PLUS A \$1 SERVICE CHARGE.



THE ANNUAL PERCENTAGE RATE IS THE KEY TO COMPARING THE COST OF BORROW-ING MONEY FOR A YEAR. FOR EXAMPLE, \$B INTEREST ON A \$100 LOAN REPAID AT THE END OF A YEAR EQUALS B PERCENT. THAT'S A SIMPLE COMPARISON...



...BUT, IF YOU REPAY THE \$100 AND THE FINANCE CHARGE (A TOTAL OF \$108) IN 12 MONTHLY INSTALLMENTS OF \$9 EACH, YOU HAVE THE USE OF LESS THAN \$100 EACH MONTH. SINCE YOU'RE STILL PAYING 8 PERCENT OF THE FULL \$100 EACH MONTH (BUT DON'T HAVE USE OF THE FULL AMOUNT), YOU'RE ACTUALLY PAYING AN ANNUAL PERCENTAGE RATE (APR)



LENDERS WHO SUPPLY OPEN-END CREDIT, SUCH AS CREDIT CARDS, MUST DESCRIBE THE METHOD USED TO CALCULATE FINANCE CHARGES AND WHEN THOSE CHARGES



LOANS COME IN ALL KINDS OF PACKAGES, SOME ARE PAID BACK FAST AND HAVE HIGHER MONTHLY PAYMENTS BUT LOWER TOTAL COST.



LONGER TERM LOANS HAVE SMALLER MONTHLY
PAYMENTS, BUT COST MORE OVERALL. YOUR
CHOICE DEPENOS ON YOUR MONTHLY BUDGET
AND HOW MUCH YOU'RE WILLING TO PAY, IT'S WISE
TO SHOP AROUND BECAUSE DIFFERENT LENDERS
HAVE DIFFERENT RATES.



SINCE INTEREST RATES
AND TERMS VARY, HOW DO
YOU FIND THE BEST DEAL? THAT
DEPENDS ON WHAT YOU'RE
LOOKING FOR A LONGER
REPRYMENT PERIOD AND LOWER
MONTHLY PAYMENTS OR A LOWER
PINANCE CHARGE. LET'S LOOK AT HOW
JACK SHOPPED FOR HIS
\$5,000 CAR LOAN.

	RATE	TIME (MONTHS)	PAYMENTS	FINANCE CHARGES	TOTAL COST
ANY BANK	12%	3 YRS. (36)	\$166.07	\$978.52	\$5978.52
BLANK BANK	18%	2 YRS. (24)	\$249.62	\$990.88	\$5990.88
BLOOD BANK	18%	4 YRS. (48)	\$146.87	\$ 2049.76	\$7049.76
				STATE OF THE PARTY	

"ANY BANK" OFFERED THE LOWEST ANNUAL PERCENTAGE RATE (APR), BUT ITS REPAYMENT SCHEDULE WAS A YEAR LONGER THAN "BLANK BANK'S." THE TOTAL COST OF "BLANK BANK'S" LOAN WAS ONLY SLIGHTLY HIGHER THAN "ANY BANK'S." BUT "BLANK BANK'S" MONTHLY PAYMENTS WERE THE HIGHEST OF THE THREE. "BLOOD BANK" OFFERED THE LOWEST MONTHLY PAYMENTS, BUT ITS TOTAL FINANCE CHARGE WAS MORE THAN \$1,000 GREATER THAN THE OTHERS.

TRY THIS COMPARISON
ON YOUR OWN, CHECK YOUR
LOCAL NEWSPAPERS OR VISIT
SOME LENDERS TO FIND OUT
WHAT INTEREST RATES AND
TERMS THEY OFFER, AND
FILL OUT THE TABLE
BELOW.



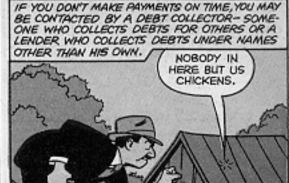
RATE TIME (MONTHS) MONTHLY TOTAL COST

BANK A

BANK B

BANK C





AJACKS COLLECTION AGENCY



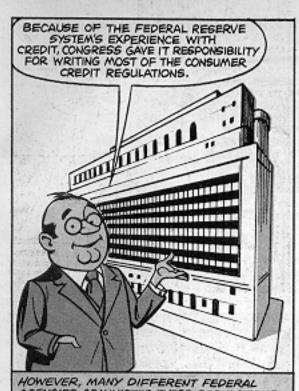


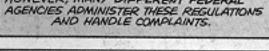


AND REGULATIONS, AND THEIR COLLECTION PRACTICES CAN BE DANGEROUS TO YOUR HEALTH, DEAL ONLY WITH REPUTABLE CREDITORS.

CERTAIN LENDERS OPERATE OUTSIDE OF LAWS

15

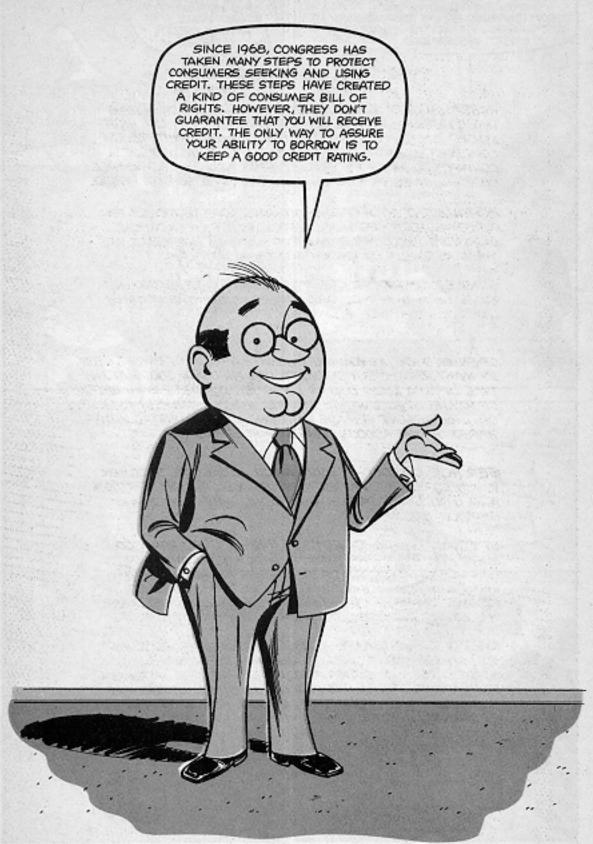












TYPES OF CONSUMER CREDIT

INSTALLMENT SALES CREDIT-A LOAN WHICH ALLOWS
THE CONSUMER TO RECEIVE MERCHANDISE, USUALLY HIGHPRICED ITEMS SUCH AS REFRIGERATORS OR FURNITURE. THE
CONSUMER MAKES A DOWN PAYMENT AND USUALLY SIGNS A
CONTRACT TO REPAY THE BALANCE, PLUS INTEREST AND SERVICE
CHARGES, IN EQUAL INSTALLMENTS OVER A SPECIFIED PERIOD.

INSTALLMENT CASH CREDIT-A DIRECT LOAN OF MONEY FOR PERSONAL PURPOSES, HOME IMPROVEMENTS OR VACATION EXPENSES. NO DOWN PAYMENT IS MADE, AND PAYMENTS ARE MADE IN SPECIFIED AMOUNTS OVER A SET PERIOD.

SINGLE LUMP SUM CREDIT - A LOAN TO BE REPAID IN TOTAL ON A SPECIFIED DAY, LUMP SUM CREDIT IS USUALLY USED TO PURCHASE A SINGLE ITEM.

OPEN-END OR REVOLVING CREDIT - A FORM OF CREDIT USED BY MANY RETAILERS. CUSTOMERS CAN PURCHASE GOODS AT ANY TIME UP TO A FIXED DOLLAR LIMIT. USUALLY, THERE IS AN OPTION OF PAYING IN FULL WITHIN 30 DAYS WITHOUT INTEREST CHARGES OR ... REPAYMENT IS MADE IN STATED MONTHLY INSTALLMENTS BASED ON THE ACCOUNT BALANCE PLUS INTEREST.

SERVICE CREDIT - A LOAN WHICH ALLOWS THE CUSTOMER TO PAY FOR SERVICES AFTER THEY ARE USED, DOCTORS, DENTISTS AND UTILITY COMPANIES ARE AMONG THOSE EXTENDING SERVICE CREDIT.

SPECIAL BANK CREDIT PLANS—A PRE-ARRANGED LOAN FOR A SPECIFIC AMOUNT WHICH THE CONSUMER CAN USE ALL OR PART OF BY WRITING A CHECK, REPAYMENT IS MADE IN INSTALLMENTS OVER A SET PERIOD. FINANCE CHARGES ARE BASED ON THE AMOUNT USED DURING THE MONTH AND THE OUTSTANDING BALANCE.

CREDIT CARD LOANS-A LOAN THE CONSUMER RECEIVES
BY USING A CREDIT CARD. PLANS VARY CONSIDERABLY.
SOME CARDS ARE ISSUED FREE; OTHERS REQUIRE AN ANNUAL
FEE. SOME ARE USABLE IN A SINGLE STORE; OTHERS ARE
USABLE INTERNATIONALLY. SOME ARE REPAID IN FULL
EACH MONTH; OTHERS IN MINIMUM MONTHLY INSTALLMENTS
BASED ON THE AMOUNT OUTSTANDING.

FEDERAL ENFORCEMENT AGENCIES

National Banks

Comptroller of the Currency Consumer Affairs Division Washington, D.C. 20219

State Member Banks

Federal Reserve Bank serving the district in which the State member bank is located.

Nonmember Insured Banks

Federal Deposit Insurance Corporation Regional Director for the region in which the nonmember insured bank is located.

Savings Institutions Insured by the FSLIC and Members of the FHLB System (except for Savings Banks insured by FDIC)

The Federal Home Loan Bank Board Supervisory Agent in the district in which the institution is located.

Federal Credit Unions

Regional Office of the National Credit Union Administration serving the area in which the Federal Credit Union is located.

Creditors Subject to Civil Aeronautics Board

Director, Bureau of Enforcement Civil Aeronautics Board 1825 Connecticut Avenue, N.W. Washington, D.C. 20428

Creditors Subject to Interstate Commerce Commission

Office of Proceedings Interstate Commerce Commission Washington, D.C. 20523

Creditors Subject to Packers and Stockyards Act

Nearest Packers and Stockyards Administration area supervisor.

Small Business Investment Companies

U.S. Small Business Administration 1441 L Street N.W. Washington, D.C. 20416

Brokers and Dealers

Securities and Exchange Commission Washington, D.C. 20549

Federal Land Banks, Federal Land Bank Associations, Federal Intermediate Credit Banks and Production Credit Association

Farm Credit Administration 490 L'Enfant Plaza, S.W. Washington, D.C. 20578

Mortgage Bankers, Consumer Finance Companies, and All Other Creditors

FTC Regional Office in which the creditor operates or

Federal Trade Commission Equal Credit Opportunity Washington, D.C. 20580

OTHER FEDERAL RESERVE CONSUMER PAMPHLETS

Consumer Credit Terminology Handbook Fair Debt Collection Practices Your Credit Rating Your Credit Rating (Spanish) The Equal Credit Opportunity Act and Credit Rights in Housing The Equal Credit Opportunity Act and Age The Equal Credit Opportunity Act and Women The Equal Credit Opportunity Act and Incidental Credit How to File a Consumer Credit Complaint Fair Credit Billing If Your Borrow to Buy Stock Truth in Leasing What Truth in Lending Means to You How the New Equal Credit Opportunity Act Affects You How to Establish and Use Credit If You Use a Credit Card The Rule of 78's Consumer Handbook to Credit Protection Laws On Using Credit Credit-ability

WRITE TO:

FEDERAL RESERVE BANK OF NEW YORK

Public Information Department

33 Liberty Street . New York, N.Y. 10045



FEDERAL RESERVE BANK OF NEW YORK

Public Information Department

33 Liberty Street • New York, N.Y. 10045