

SHARES of INTEREST

SRP
FEDERAL • CREDIT • UNION
We Make It Possible!

March 2003 • Quarterly Newsletter for SRP Federal Credit Union Members

srpfcu.org

Here's the Skinny on Losing the Wait

Want to know your current balance...see if your direct deposit has been made... find out if a check has cleared, without the wait? How about two free ways to lose that wait? By simply calling the TYME Line or signing up and signing on with PC TYME, you can. They're fast, convenient, and absolutely free! All you need is your Personal Identification Number.

TYMELine
24 Hour Account Access by Phone

and

PC TYME
Secure Internet Access

TYME Line and PC TYME, the fastest way to access your accounts twenty-four hours, seven days a week...for free!

For more information, visit srpfcu.org, give us a call or visit any branch.



Start your engine!

WITH RATES AS LOW AS
3.9%^{*} A.P.R.

Low Rates and Great Deals!
Loans on New or Used...

Autos • Boats • Jet Skis • Campers • Motor Homes
Travel Trailers • RVs • Mobile Homes

(803) 278-4851 • (803) 649-5305
(803) 259-2781 • (800) 237-9829
srpfcu.org

April 1-30, 2003

Apply for your loan online at
srpfcu.org

*Actual rate offered may be higher depending upon applicant credit rating and loan term. Rates and terms are subject to change. Other restrictions may apply. Sorry, no refinancing. Lease buyouts do qualify. With approved credit, no down payment (up to \$30,000). Call or drop by any branch and speak with our Loan Department for more details.

Apply online at srpfcu.org

Zero Percent Interest - Is it for you?

When purchasing a new car, keep these facts in mind:

- **Resale Value.** Dealers' zero percent financing, low-rate loans and rebates are almost always available on slower-selling models.
- Bigger prepayment penalties and bigger down payments.
- **Dealer Stock.** Dealer financing usually limits selections to dealer stock. That means the color, choice of options, and style is not determined by the buyer.

See Zero Percent Interest on page 3



FINANCIAL SERVICES

In conjunction with your credit union, MEMBERS Financial Services will present the following seminars:

Planning Today So You Can Retire Tomorrow

Analyze and determine the effects of inflation on your savings.

March 18

Whiskey Road Conference Room

April 8

BTC Training Center Conference Room

Strategies for Receiving Your Retirement Plan Distributions

Figure out how you want to take the distributions from your qualified retirement plan.

May 13

Whiskey Road Conference Room

June 10

BTC Training Center Conference Room

Asset Allocation

Investments can be intimidating! Reduce risk through diversification.

July 8

Whiskey Road Conference Room

August 12

BTC Training Center Conference Room

Long-term Care

Two out of five Americans will need long-term care at some point. Learn what you can do to provide for yourself while protecting your assets.

September 9

Whiskey Road Conference Room

October 14

BTC Training Center Conference Room

Leave More to Your Heirs, Not Uncle Sam

What will you leave for your heirs, a legacy or leftovers? Find out how to ensure that your heirs get your estate.

November 18

Whiskey Road Conference Room

December 9

BTC Training Center Conference Room

These seminars begin promptly at 6:30 p.m. at no cost or obligation to our members. For more information and to make reservations for the upcoming seminars, please contact Elaine Kenney at extension 4269.

2004 Calendar Contest Results



Thanks for Giving Us Your Best Shot!

You gave us your best shot, and the winning pictures have been selected for our SRP Federal Credit Union 2004 Calendar. The winning photographers are: Doris Baumgarten, Barry Baggott, Kim Burson, Ann Burson, Alison Spradlin, Margaret Pierson, Janis Wadsworth, and Dee Wheeler. We appreciate all of you who took the time to contribute your photos. The calendar will be available starting with the next International Credit Union Day, scheduled for Thursday, October 23. And keep taking those photos and remember to submit them next year for the next Calendar Contest.

**On A Roll:
Another Benefit of Membership**



Aiken Preparatory School Students sort their coins in the coin counter at the Whiskey Road Branch. The students raised funds this past winter to purchase heating furnaces for the needy and then further raised funds to help pay those heating costs. Great job, Aiken Prep students! For such a charitable cause, SRP FCU wanted to help the students with the final step and get those coins counted! Coin counters are avail-

able for non-commercial, member use at the following branches besides Whiskey Road: Barnwell, Martinez, North Augusta, Peach Orchard Road, Rutland Drive, and Silver Bluff Road branches. Remember: The coin counter takes loose coin - not in coin rolls - and will sort and tally the total. When finished, the coin counter will dispense a receipt total, which can be deposited into the member's account.

Zero Percent Interest

(Continued from page 1)

- **Qualifying** - The financing source will determine the rate from a consumer's credit rating scale. And for all those who don't qualify? They are moved to a higher rate.
- **The Fine Print** - These loans are generally for a short term, such as 12-month or 36-month loans. Not all models qualify for the zero percent offer, either.

The Credit Union Difference:

- **Rebates** - The rebate option might be the best choice. See a credit union loan officer and let them run the numbers for you. After a rebate, with a credit-union loan, you could end up saving money, staying within your budget, and getting the car of your dreams!

- **Interest.** Your interest is our interest. Remember, we are member-owned, and that means we'll work to get you the best interest rate we can. For you, for your budget!
- **Finally, remember this quote from a recent Newsweek article:** "For all the allure of interest-free loans, only about 9 percent of car buyers end up with zero, according to CNW Marketing Research."

That means 91% will have to settle for a higher interest rate.

If you don't qualify, what kind of rate and what terms will you be negotiating? At 60 months (a 5-year loan) an average current rate is 3.9%. See the chart below for a comparison between a dealer's 3.9% 60-month loan term without a rebate against the credit union's 3.9% 60-month loan term when taking the rebate.

Compare

Low rate/No rebate Dealer Financing	Rebate with SRP FCU
\$25,000 - Sales Amount	\$25,000 - Sales Amount
No rebate	\$3,000 - Rebate
\$25,000 - Loan Amount	\$22,000 - Loan Amount
60 months - Term of Loan	60 months - Term of Loan
3.90% - Interest Rate	3.90% - Interest Rate
\$459.30 Monthly Payment	\$404.23 - Monthly Payment
\$27,557.82 Total Payback	\$24,253.65 Total Payback

That's a savings of \$3304.17.

Check with your loan officer and make sure you have exact figures from your credit union and the dealer that tell you: The Monthly Payment and the Total Payback on the Loan



Safeguard Your Visa® Card Number Online

When making online purchases, you now have the protection of Verified by Visa. If you have not already signed on to Verified by Visa, you will be presented with an enrollment screen the next time you use your Visa credit card online at a participating retail business. The enrollment screen will prompt you to register with Verified by Visa before completing the sales transaction.

Verified by Visa protects your existing Visa card with a personal password, giving you reassurance that only you can use your Visa card online. Once your card is activated, your card number will be recognized whenever you purchase at participating online stores. Additional information will be included in Visa credit card holders' April's statement.

For more information visit:
usa.visa.com/personal/secure_with_visal

Grab the
Handiest Tool
for HOME
Improvements:

A Home Equity
Line of Credit with
RATES AS LOW AS
3.25%*
A . P . R .



Call our
mortgage department
today to get
the handiest tool
for your next project!

Debra 202-4271 • Ruth 202-4274
Betty 202-4217 • Cindy 202-4384

*Certain terms and restrictions apply.

43rd Annual Meeting Held at the Etherredge Center

The candidates elected for Board of Directors are:



Sandra DeVoe



Anthony Grant



Goldie Randle



Jana Dunaway

The candidate elected for the Credit Committee is:



Lonnie Gordon

The 43rd Annual Membership Meeting was held at the USC-Aiken Etherredge Center on March 11. Chairman Bruce Burns discussed the past year's accomplishments, including the facilities now open in Barnwell, on Richland Avenue in Aiken, and the upcoming Pine Log Road facility. Chairman Burns also discussed future facilities including the Express Drive-through coming soon to North Augusta, and that a site in Evans is currently under assessment.

“If you need a safe haven, we're here for you.”

Credit-union President Ed Templeton, in his concluding remarks, reminded members that, in these uncertain economic times, “If you need a safe haven, we're here for you.”

To all of the candidates, we offer a warm thanks for their commitment to the credit-union philosophy by running for a position on our board. Over 700 members, and family members, attended the event.



MSRP May Become Price of the Past

To keep up with Internet auto retailers, major auto makers are considering ditching their decades-old pricing strategy of advertising only “manufacturer's suggested retail price” (MSRP) in favor of posting invoice or street prices – what vehicles really sell for – on their Web sites.

Manufacturers are considering eliminating the MSRP in hopes of keeping Web-shopping consumers, who often leave manufacturers' Web sites to search for price information and closing car-buying deals.

According to The Wall Street Journal, many dealers already are abandoning the practice of negotiating down from an MSRP, as more consumers arrive at showrooms with invoice price information that they've downloaded from the Internet.

Dealers can't afford to lose sales to Internet retailers. Analysts at J.D. Power and Associates estimate that more than half of buyers will use the Web this year to get vehicle-purchasing information, and according to Forrester Research, the Internet will influence almost eight million new vehicle purchases in 2003.

Whether you've done research on the Internet or not, we can help with your auto-loan financing needs. Call us for information about your financing options.

Copyright 2000 Credit Union National Association Inc.

Winners of Annual Meeting Cash Prizes



Cash-prize winners are: Front (l-r) Bill Rogers, Bernard Norn, Mary Gardner; Middle: Marlene Allen, Donald Davidson; Back: Cynthia Bunch, Louisiana Wright, Deloris Senterfeit

National Credit Union Youth Week April 7 - 11

Shine the spotlight on how young people earn, spend, save, and manage their own money - and how America's credit unions help them do so wisely during National Credit Union Youth Week. Participating branches will provide estimation jars where youth can guess the number of pennies in a jar to win prizes. On Tuesday, April 8, we'll have refreshments at branches. Two seminars will be offered for youth 13-17 and we'll provide pizza and great information on buying a car and balancing a checkbook.

Seminars to be presented:

"Your First Set of Wheels"
(What you need to know when buying a car)

Tuesday, April 8, 1:30 p.m.
Martinez Branch, Augusta, GA
Thursday, April 10, 1:30 p.m.
Rutland Drive Branch, Aiken, SC

"Get Tight with Your Money"
(Balancing your checkbook and other helpful info)

Tuesday, April 8, 2:30 p.m.
Martinez Branch, Augusta, GA
Thursday, April 10, 2:30 p.m.
Rutland Drive Branch, Aiken, SC

Credit Union Donates 25 Pints During Recent Blood Drive

The credit union hosted another blood drive at the BTC on February 27 and contributed 25 pints of blood to local hospitals. Sheperd Community Blood Center provided the facilities, credit-union employees provided the rest. Upcoming blood drives, also held at the BTC Building on Thursdays between 10 - 2 are:

April 24

July 24

(we'll have Blood Donor t-shirts for giveaways!)

October 23

Please come out and support the credit union at the next blood drive.

**Help Save Lives!
Be A Donor!**



Children's Miracle Network and SRP FCU Raise the Bar



Last year, our members raised over \$7,700 to contribute to the Augusta Area Credit Unions' total of over \$25,000. This year we've been challenged to raise \$10,000 – so, let's do it! The campaign starts on April 14 and ends on May 16. At each branch, you'll see a goal-to-be-met sign and what the branch has to raise to meet its goal. Balloons will be a dollar and T-shirt prices will vary according to size starting at \$6 and going up to \$12 for the extra-large sizes. This year, the fundraiser

will be in honor of Davey Reeves, who was recently diagnosed with leukemia and who is being treated at the Medical College of Georgia. His mother, Abby, works in SRP FCU's Deposit Services. Davey has a treatable leukemia, however the treatment will take several years (Dec. 26, 2005), and we wish him and his family the best.

We Support Our Troops!

Many of our members have already been deployed by our military. If you are being deployed or you have the potential to be deployed, take some time to contact us at 202-4397. We would like to handle your affairs the way you want. It is important that we get the necessary documents and contact person to handle your account efficiently.

Thank you.

2003 Holiday Schedule

All offices of SRP Federal Credit Union will be closed on the following dates in 2003:

Monday, May 26, 2003	Memorial Day
Friday, July 4, 2003	Independence Day
Monday, September 1, 2003	Labor Day
Monday, October 13, 2003	Columbus Day
Tuesday, November 11, 2003	Veterans Day
Thursday, November 27, 2003	Thanksgiving Day
Thursday, December 25, 2003	Christmas Day

Key Financial Indicators

2/28/2003	(\$000)
Assets	\$376,741
Loans	\$209,024
Shares	\$141,875
Share Drafts	\$ 75,798
Share Certificates	\$120,498

0 7 2 9 2 8

MEMBERS and Counting...

Local Phone Numbers:

(803) 278-4851
(803) 649-5305
(803) 259-2781

Toll Free:

1-800-237-9829

Web Address:

www.srpfcu.org

TYME Line

278-5590
648-9340
1-800-554-TYME

Welcome to our newest member groups:

American Red Cross
Aiken County Chapter
Avondale Mills, Inc.
Carlisle Tire & Wheel Company
Family Pharmacy
Honda Cars of Aiken
Hubbell Power Systems, Inc.
Kennametal, Inc.
Mullins Laboratory
Real Estate & Appraisal Services
The Land Man Company

Loan Rates

EFFECTIVE MARCH 1, 2003

Type of Loan	Annual Percentage Rate
Personal Loans	13.75% - 17.75%
New and Used Auto/Truck/Boat Motorcycle/Camper	
Motor Home	4.50% - 11.25%
Farm Tractor	10.50% - 15.50%
New Furniture/ Appliances	11.50% - 15.50%
All other Secured Loans	12.50% - 16.50%
Line of Credit	14.25%
Home Equity Lines of Credit	3.25% - 6.25%
Fixed Rate Home Equity Loans	6.50% - 10.50%
SRP Visa Credit Card	13.90%

Loans to Purchase or Refinance a Primary Residence, Home Equity Lines of Credit or Mobile Home and land loans: For current rates and terms, please call our Mortgage Department at 803-202-4387.

Final Annual Percentage Rate will be dependent on collateral, loan term and individual member's credit qualifications. All terms and rates are subject to change without notice.

