

Paying By Check in the 21st Century

Check 21

Beginning in October 2004, federal law will allow a new type of payment document called a "substitute check" that will be used for clearing and settlement. The purpose of this document (as made possible by The Check Clearing for the 21st Century Act or Check 21) is to permit quicker processing of checks through the use of an electronic image of the check itself. The process eliminates the cumbersome transporting of a physical document to and from the Federal Reserve System and the payable through financial institution. This new efficiency will provide for:

- Checks clearing faster
- Reduction of check fraud
- Increase in security
- Reduction of check processing costs.

Because Check 21 will significantly reduce the amount of time required to move money out of your account and pay recipients of your checks, you will need to keep closer tabs on your accounts to make sure funds are available on time.

Additional information on Check 21 will be provided prior to the October effective date.



Account Service Fees

(Effective January 1, 2004)

Item	Fee
Checking Account:	
Freedom Checking	\$5.00/month
Return Check Charge	\$20.00/check
Checks Manually Paid	\$ 5.00/check
Copy of Paid Check	\$2.00/check
Copy of Statement	\$2.00/month
Stop Payment of Checks	\$15.00/check or series
Check Book Balancing (Research)	\$15.00/hr
Personal Check Orders:	
Freedom Checking (Check Order-Basic Style)	50% of cost (Listed price on all others)
Standard Checking (Check Order)	Listed Price
Last Chance Checking (Check Order)	Listed Price
VISA Check Card (Debit Card):	
Debit Card Fee	\$1.00/month (No fee with direct deposit into primary account)
Freedom Checking	.75/withdrawal after 10
Standard Checking	.75/withdrawal after 6
Lost Card Fee	\$25.00/card
Transfer Fee	\$5.00/transfer
Overdraw Fee	\$20.00
VISA Credit Card:	
Late Fee	\$25.00
Over Limit Fee	\$20.00
Lost Card Fee	\$25.00
Automated Clearing House (ACH) Fees:	
Return Charge	\$20.00/return
Stop payment	\$15.00/return
Transfer Fee	\$5.00/transfer
Other Service Fees:	
Travelers Checks (per \$100)	\$1.00
Western Union	\$15.00
International Wire Transfers	\$30.00/wire
U.S. Wire Transfers	\$15.00/wire
Inactive Fee (Dormant)	\$5.00/month
(NO activity for 6 months or more)	
IRA Annual Account Fee	\$10.00
I.R.S. Levy	\$25.00
Internet Access/Bill Payer Service	\$4.95/month
Money Orders	\$2.00/each
Skip Payment Fee	\$25.00
Loan Payment Late Fee	\$5.00 minimum or 5% of delinquent amount
Second Mortgage /Home Equity Application Fee	\$350.00
Mortgage Lien Release (fee varies by state)	
Refinance Vehicle Title Fee (fee varies by state)	
Deposited Check Returned	\$25.00/check
(On own account)	
Returned Mail Fee	\$2.00/item
Check Cashing Fee	\$1.00/each
(with share balances below \$250)	
Bulk Checks, Cashing Fee (10 and up)	\$10.00
Cashier Check	\$5.00/check
Excessive W/D Fee (7 or more per month)	\$2.00/check
Copies	.25¢ each
Fax	\$1.00 first three pages
Safe Deposit Box:	
One Time Set-up Charge	\$10.00
Annual Rent Fee Depending on Box Size	\$15 - \$100
(Box sizes available 3x5, 5x5, 3x10, 5x10, and 10x10)	

We'll Match Loan Rates!



Did you know that American Spirit Federal Credit Union does rate matching? Many members have taken advantage of this great service. We will match whatever rate the dealer or mortgage company is offering (with a rate floor of 4.00% APR*). All we need is written proof of the rate offered to begin the loan process.

So, BEFORE you sign those loan documents at the dealer or mortgage company office, be sure to contact your Credit Union Loan Officers to see if you qualify for our rate matching program.**

* Annual Percentage Rate.

** Loan approval is subject to AFSCU lending policy.

Our Mission

Make a positive difference in the lives of our members, employees and the community!

American Spirit Federal Credit Union
1110 Elkton Road
Newark, DE 19711
Phone: (302) 738-4515
(800) 941-7789 (out of New Castle County, DE)
Fax: (302) 738-4562
Website: www.americanspirit.org



Lobby Hours:

Monday to Friday 9:00 a.m. to 4:30 p.m.
Saturday 9:00 a.m. to 12 Noon

Drive-Up Hours:

Monday to Thursday 9:00 a.m. to 4:30 p.m.
Friday 8:00 a.m. to 6:00 p.m.
Saturday 9:00 a.m. to 12 Noon

ASAP - American Spirit Automated Phone
24 Hour Access:
(302) 738-ASAP (2727)
(800) 941-7790 (out of New Castle County, DE)

Loan Arranger:
(302) 738-4515 (press 3, then 1)

S IN THE SPIRIT

A Newsletter For Members Of American Spirit Federal Credit Union

In This Issue...

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Enterprise Car Sale
Simplified Checking Makes Managing Your Money Easy!
IMPORTANT NOTICE:
Change of CU mailing Address
4. **CHECK 21**
We'll Match Loan Rates
Account Service Fees
Mission Statement
Hours

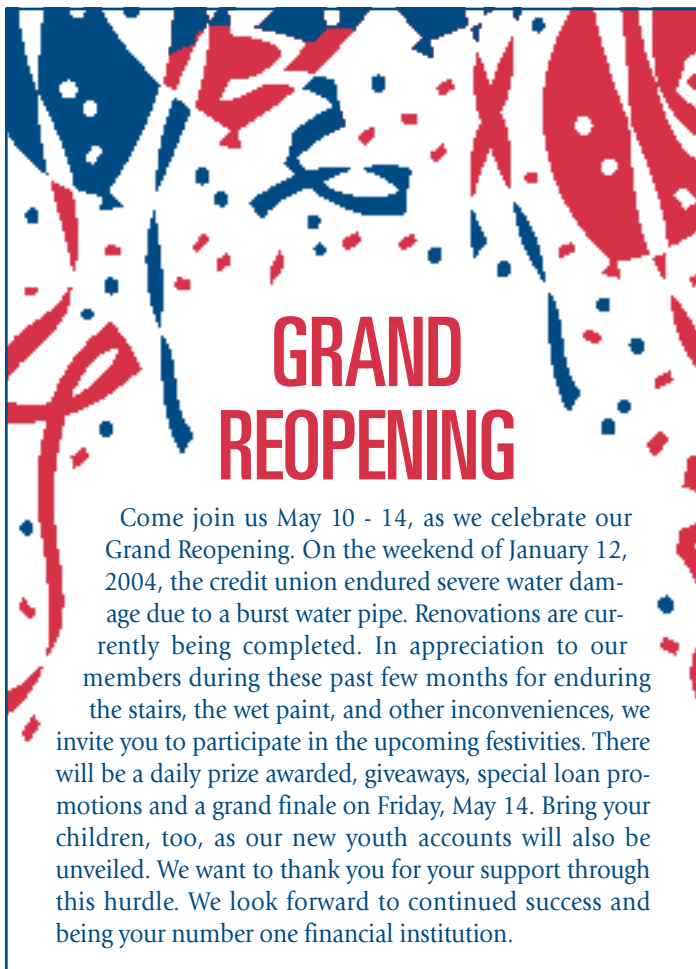
Holiday Closings

Your Credit Union will be closed in observance of the following 2004 holidays.

Friday, April 9
Good Friday

Monday, May 31
Memorial Day

Monday, July 5
Independence Day



GRAND REOPENING

Come join us May 10 - 14, as we celebrate our Grand Reopening. On the weekend of January 12, 2004, the credit union endured severe water damage due to a burst water pipe. Renovations are currently being completed. In appreciation to our members during these past few months for enduring the stairs, the wet paint, and other inconveniences, we invite you to participate in the upcoming festivities. There will be a daily prize awarded, giveaways, special loan promotions and a grand finale on Friday, May 14. Bring your children, too, as our new youth accounts will also be unveiled. We want to thank you for your support through this hurdle. We look forward to continued success and being your number one financial institution.

Refinance Your Vehicle with Rates as Low as 2.5%

Whatever interest rate you're paying for your vehicle loan at another financial institution, it's probably too much. Refinance at American Spirit from April 1 through September 30, 2004 and save money.

- **At least 1.5% below your current rate (floor is 4.0% APR)**
- **Must have at least 6 months of on time payments on current auto loan.**
- **No payment for 45 days on refinance**
- **Interest rate ceiling of 18%**
- **Standard Underwriting guidelines apply**

Prime Minus 1% Home Equity Line of Credit

If you're preparing for a series of home improvements or you have a student going off to college, have you considered the benefits of a Home Equity Line of Credit available at the Credit Union?

With a variable rate based on Prime, you can take advantage of great low rates, the incentive of tax deductible interest* and the convenience of drawing against your line as you need it. Now through April 30, 2004, receive Prime rate* MINUS 1%, which currently is 3.0%. Qualified members may borrow up to 90% of their home's value up to \$100,000. Repayment is based on a 15 year term with low monthly payments.

Need to know more? Call the office today to find out how you can take advantage of this incredible offer.

* Annual Percentage Rate is the variable rate based on the current Prime rate as shown in the Wall Street Journal minus 1%. Rate will be adjusted to Prime after 6 months.

Title Insurance

When you want your next real estate transaction to run smoothly and professionally, be sure to request Member's Title Agency, your Credit Union's very own title company. We provide a comprehensive menu of functions and services that enable you as a buyer, seller, agent, broker or builder, to save time and effort with each property transaction. For more information, contact Member's Title at (800) 404-9835.



Faster Access to Your Tax Refund

We can't guarantee you a bigger refund, but we can guarantee you'll have access to your money faster by authorizing a direct deposit order in your 2003 tax return. Simply indicate your choice of Savings or Checking Account and include your account number on your tax return. Your state or federal refund will be deposited directly into your account and the funds made available to you immediately. To complete your authorization, you will need to indicate the Credit Union's ABA Routing Number, 23117687, on your return.

Western Union

The Credit Union will no longer accept Western Union transfers to South Africa, Haiti, Mexico, or Russia. Bank wires to the above countries will still be accepted. Please contact the Credit Union for more information.

CU Youth Week is April 18-24

Struggling for economic prosperity is difficult for everyone. It's especially hard for young people who've never learned how to plan to achieve financial security.

What we need today, confirmed by poor financial literacy test scores from across the country, is leadership to help raise the awareness of financial issues for young people.

The staff and members of your Credit Union are ideally positioned to respond because we believe in the power of education--put to practical use--to improve the lives of our neighbors and our community.

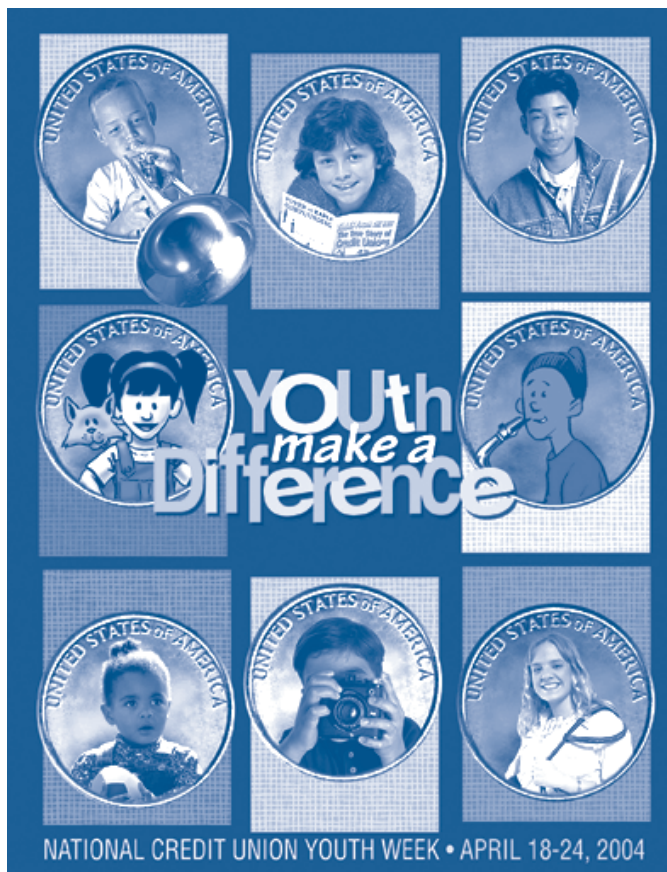
Our tradition of service and philosophy of self-help make your Credit Union and all credit unions a natural source of leadership in the fight against financial ignorance.

Join us this year as we celebrate National Credit Union Youth Week from April 18-24.

What a great time to talk to your family about spending and saving, whether for a new bike or college!

For more information, contact the Credit Union.

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Hidden Auto-Financing Charges Cost Consumers Higher Rates

Hidden auto-financing charges cost consumers \$1 billion each year, and blacks and Latinos are particular targets, a consumer-advocacy group claims in a recent Associated Press report.

When a car buyer arranges financing through an auto dealer, lenders quote a finance rate based on the buyer's credit history. In some cases, dealers are increasing that rate by several percentage points and sharing the profit with lenders, the Consumer Federation of America contends.

Stephen Brobeck, executive director of the Consumer Federation, said it's reasonable for dealers to charge a fee for setting up financing, but he said they should charge a flat rate of \$100 or \$200 instead of marking up financing rates. Now, he said, consumers avoid the charges only if they're savvy enough to know the lender's rate.

Members can avoid these markups by calling our loan department and getting a rate quote before you reach any terms with an auto dealer.

Mark Your Calendars - Special Auto Loan Sales Steal A Winning Deal!

Delaware Federal Credit Union League Spring Car Sale - April 29 - May 1, 2004. Get up to 1% below current rates. Receive dealership discounts.

Once again, The Delaware Credit Union League is sponsoring a "member only" vehicle sale on April 29 - May 1 at participating dealership. These dealers have agreed to offer fixed prices (mark-ups over factory invoices) on new vehicles. Pre-owned vehicles may also be available. During this promotion, the credit union will be offering special loan rates. We recommend, for your convenience, that you apply now for a pre-approved loan. Please see the list of participating dealerships.



Credit Union Car Sale Event - Spring 2004.

We have partnered with CarSale.com for a spectacular sales event from March 31 - June 30, 2004. Access 30+ dealerships for special rates and receive 1% below current rates. Visit our website at www.AmericanSpirit.org for an online application, or use our link to log onto CarSale.com. You may also call 1-800-OK-4-CARS and let them know what kind of vehicle you want. Lock in your financing with us and get ready to test-drive your next vehicle.

AMERICAN SPIRIT FCU & ENTERPRISE CAR SALES

U Can Believe It! "Members Only" Car Sale JUNE 12TH, 2004

Join us for our Enterprise "Members Only" U Can Believe It! Car Sale on Saturday, June 12th, 2004 at our location. At this sale ONLY, Enterprise will offer a SPECIAL INCENTIVE on their large selection of quality pre-owned vehicles exclusively for credit union members. Check out the Enterprise link on our website, www.americanspirit.org, for everyday prices and current inventory. Then come out and see us for some GREAT deals and low rates. Plus, when you get pre-approved and purchase an Enterprise vehicle during the day of the sale... you will receive a \$250 gas card from enterprise!* Also with a pre-approved loan, Enterprise will provide a \$25 Gas Card when you stop by the sale location and test drive a vehicle. There will be free hot dogs and sodas served at the sale, and while you're here, you can register into a drawing for a vacation getaway package compliments of Enterprise Car Sales. Be sure to call 1-800-CAR-SALES to let us know what types of vehicles you are interested in having at the sale.

Enterprise offers a wide variety of foreign and domestic vehicles, sport utility vehicles, trucks and vans. Plus, at Enterprise, your complete satisfaction is guaranteed with haggle free pricing, 7-day/1,000 mile repurchase policy, FREE 12-month/12,000 mile limited warranty, 109-Point Vehicle Certification, and on-the spot financing through American Spirit FCU. Sale hours are 9:00 a.m. to 2:00 p.m. So MARK YOUR CALENDARS and apply TODAY!

*Offer void when 7-day repurchase agreement is activated.



Simplified Checking Makes Managing Your Account Easy!

Finding the best checking account can be time-consuming. We have taken the guesswork out of managing your money with our simple and convenient Credit Union checking accounts. With the needs of your busy life in mind, our services provide a variety of benefits to best serve your checking needs. In addition, a checking account at the Credit Union gives you peace of mind. Member deposits at the Credit Union are insured against loss up to \$100,000 by the National Credit Union Administration (NCUA), a U.S. government agency. Come in to the Credit Union or call for a simple explanation of how easy and convenient a Credit Union checking account can be for you.

Simplify your life. Open a Checking Account with the Credit Union!

IMPORTANT NOTICE: Change of CU mailing Address

Please mail all correspondence and loan payments to our street address below:

American Spirit Federal Credit Union
1110 Elkton Road
Newark, DE 19711

Our PO Box is no longer valid. Please contact us to receive new loan payment booklets.