

THE CU'S NEWS

New: Quarterly Column from Your Credit Union's CEO Fred Beckman
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The Quarterly Newsletter for Members of the Atlantic Federal Credit Union

Fall 2004

Newark Office to Open Soon

Atlantic Federal's new downtown Newark facility will soon open for business. Watch for the Grand Opening celebration dates at the office on 570 Broad Street (enter through main lobby or side entrance on Fulton Street).



Entrance to new Newark Office.

The new office is located in the downtown business area across from Washington Park near the IDT building, NJ Performing Arts Center and the Newark Bears Stadium. The branch is on the street level making for fast, easy access. There is a convenient parking lot across the street. With over 2,000 square feet of space, we'll be able to serve Members better and in more ways than before.

The branch will have cash service and lending and member service staffs. There will also be private offices for you to discuss personal financial mat-

ters with Credit Union representatives and a computer to access the Credit Union's website and Online Banking/Bill Payer services.



Judy Brzuskiwicz & Denise Blanchard get ready to welcome Members to Newark.

NEW, EXPANDED FIELD of MEMBERSHIP

*Know Anyone Who Lives, Works, Worships or Attends School in Newark?
Tell Them They Can Join Atlantic Federal Credit Union.*

Atlantic Federal has received approval from the National Credit Union Association (NCUA) to expand its field of membership to include anyone who lives or works in the city of Newark, New Jersey. In addition, anyone who worships, volunteers, attends school or regularly conducts business in Newark may now also open Atlantic Federal Credit Union accounts.

The Credit Union will continue to welcome new groups into its field of membership from anywhere in the north/central New Jersey areas and will continue to serve all of our existing groups.

The Credit Union is excited about its expansion. It reflects NCUA's recognition of our strong capital base and confidence in Atlantic Federal's ability to serve its membership.



IT'S HALLOWEEN.
BUT DON'T
BE SCARED.

CREDIT UNION
HOME EQUITY
RATES *are* LOW.



Credit Union Home Equity
Rates as
Low As: **4.25%**
apr*

With rates as low as 4.25%* apr, a Home Equity Line of Credit or Second Mortgage is probably the most convenient and low-cost way to afford what you want most. Use a Home Equity Line of Credit or 2nd Mortgage for:

- Home Improvements
- College Tuition Payments
- A New Car or 4-Wheel Drive
- Debt Consolidation

*Interest is usually tax deductible too.***

This 4.25% apr rate is in effect through April 2005 and applies to current, outstanding balances and new advances.

*Annual percentage rate. Based on 80% loan to value. Other rates for higher loan values. Variable rate based on the prime rate plus or minus an index which is determined depending on loan to value & adjusted bi-annually as the prime rate changes. Loans limited to NJ and PA owner occupied 1-2 family dwellings. ** Consult your tax advisor.

NEW ONLINE BANKING & BILL PAYER COMING



Atlantic Federal will switch to a new Online Banking and Bill Payer system later this fall. Our new provider offers numerous enhancements that Members have been asking for including:

Cross Account Transfers – Transfer funds online between your account and your family members. *Note: a signed authorization form will be required.*

ACH Funds Transfer – Save on the cost for incoming and outgoing wires by doing them online.



Ability to Auto-enroll in Bill Payer After Signing Up for Online Banking – Members will no longer have to send in paperwork to sign-up for Bill Payer. Do the entire sign up process online.

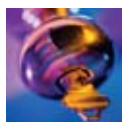
Details on the switch in Online Banking and Bill Payer systems is will be available at our website: www.atlfedcu.com as they are finalized. In the meantime, remember that the switch in providers means a whole array of new services are coming your way.

ENROLL IN ONLINE BANKING & BILL PAYER

Members may still enroll in Online Banking & Bill Payer even though we will be switching vendors in the next month or so. Be assured that we will make the switch to our new vendor as easy and smooth as possible.

5 Reasons to Enroll in Online Banking

- Online Banking is FREE!
- View your balances and account activity anytime.
- Transfer funds between your accounts.
- Print laser images of cleared checks.
- View account history.



ATLANTIC FEDERAL
CREDIT UNION
OPENING DOORS



FROM YOUR CEO



Fred Beckman,
Treasurer & CEO

Starting with this edition of our quarterly newsletter, I thought it would be a good idea to provide information about Atlantic Federal Credit Union beyond the scope of what you might normally read. Hopefully, this information will be useful.

Who Are We?

Some Members think of us as simply another bank, same as any other. Not so, and I thought it'd be a good idea to start with a brief explanation as to what we're all about as a Credit Union. For starters, we're Member owned. At our annual meeting, you elect three Members to the Board of Directors for three year terms. We have a 9 Member Board. (If you haven't attended an annual meeting, I encourage you to do so...in addition to electing Directors, we serve a really nice meal with some very nice prize giveaways.) We're also not-for-profit. While our federal regulator certainly expects us to operate in a financially sound manner, Member service is the primary factor that drives the decisions made at Board of Director meetings. As a financial cooperative, we take funds that Members deposit with us (CD's, Money Market Accounts, Checking Accounts, Regular Savings) and loan it to other Members in the form of unsecured signature loans, credit card accounts, car loans, mortgage loans, home equity loans, boat loans, motorcycle loans and for just about any other useful purpose. And since we're not-for-profit, we pay more interest on Member deposits and charge less interest on loans. We also try harder to work with Members whose credit history may not be the best. Member deposits not loaned out to other Members is invested in U.S. Government backed bonds and securities.

We've been around since 1935. We are extremely well capitalized and offer not

only \$100,000 of government insurance on your deposits, but we also contracted with a private insurance company to provide another \$250,000 of insurance on those accounts. So for Members who are looking for a safe haven with above market interest yields for their life savings or retirement funds, consider Atlantic Federal.

Newark Office Status

I'm well aware that there are a lot of Members anxiously waiting for us to open the new Newark branch office. This whole process has taken much longer than originally planned, including a couple of false starts at various locations. I apologize for the unavoidable delays, but we're very close to opening. As soon as a few remaining items are finalized and we're satisfied that "all systems are go," we'll mail out a notification to each Member as to the official opening date. I appreciate the loyalty and patience shown by those Members who, while they would normally use our Newark location, have utilized other branches in Elizabeth or Kenilworth or taken advantage of our internet banking service. Once opened, I'm sure you will find our new office quite attractive and well staffed to take care of your banking needs. We're planning some neat promotions to highlight the opening.

Newark Membership – IMPORTANT NOTE

After receiving permission from our federal regulator, I'm pleased to announce that OUR SERVICES ARE NOW AVAILABLE TO ANYONE WHO LIVES, WORKS, WORSHIPS, ATTENDS SCHOOL OR REGULARLY CONDUCTS BUSINESS IN THE CITY OF NEWARK. So tell your co-workers, family and friends about us. And when our Newark branch opens, stop by the new location at 570 Broad St. The actual front entrance will be around the corner on Fulton St., but we're working with our landlord to provide access through the building's Broad St. entrance as well.

Rate Riser CD

Are you looking for a place to invest some larger funds for a longer term but don't want to get locked into the current rates? We offer a CD that may be of interest. The RATE RISER CERTIFICATE has a 12 month term with a \$5,000

minimum deposit (recently lowered from \$10,000). If our one year CD rate increases during this term, you can take advantage of the increase by depositing an additional \$5,000 minimum and extend the term of the CD by 12 months from the date of the additional deposit, earning the new higher rate on the combined balance. And remember, you can make the additional deposit anytime during the initial 1 year term...which means that if you think rates will increase more than once during that period, you could wait until a later increase to make the second deposit. Contact our Member Services Department for more info. You can only make one additional deposit per CD but there is no limit to the number of Rate Riser CDs you may purchase.

We Do Mortgages & Checking Accounts

Try as we might to get the word out, many of our Members don't realize we offer 1st and 2nd Mortgages, as well as Home Equity Loans, all at very competitive rates. In addition to fixed rate 1st mortgages, we offer 1, 3, 5, 7 and 10 Year Adjustable Rate Mortgages (ARMs). ARMs offer lower initial rates, but they're not for everybody. There are numerous resources available for you to research ARMs, including our website. And our checking accounts are free, earn interest and have no minimum balance requirements.

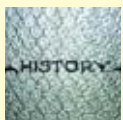
IRA CDs

Some Members have requested that we offer a shorter term IRA CD than our current 1 year minimum. So, we will now offer a 6 month IRA CD also. Speaking of IRA CDs, and in recognition of the importance for all of us to save for retirement, it has always been our practice to pay a little higher rate on these CDs compared to our already high regular CD rates.

That's it for now. Have a good fall season. Try and get out to see the leaves change colors...one of the advantages we enjoy living in this part of the country. We'll talk again in the Winter Newsletter.

Cordially,

Fred Beckman
CEO



ATLANTIC FEDERAL
CREDIT UNION
OPENING DOORS



CREDIT UNION DAY Coloring Contest

Thursday, October 21st is International Credit Union Day. Atlantic Federal will join the more than 40,000 Credit Unions worldwide to thank Members for being part of the Credit Union 273590 difference. Members are invited to stop in our Kenilworth office for special treats during the day.

In conjunction with International Credit Union Day, Atlantic Federal is sponsoring a coloring contest for all Members and children or grandchildren of Members age 12 and under. Stop by a Credit Union office or visit our website at: www.atlfedcu.com to obtain a coloring sheet. To enter, color the picture and return it to Atlantic Federal.

Winners will receive a \$25 gift check.

Deadline for entries is Friday, November 12. One winner will be selected for each age group: up to 4 years old, 5-8 years old, and 9-12 years old.

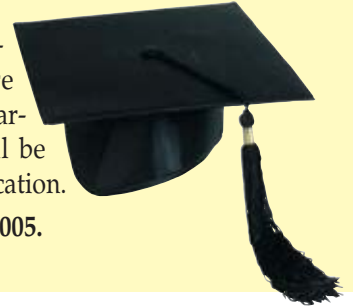
Employees and family members of AFCU and its Board and Committees are not eligible. Limit one entry per child.



College Scholarships Available - Apply Now

Graduating high school seniors who are Members of Atlantic Federal or the children or grandchildren of Members are invited to apply for the Credit Union's 2005 scholarship awards. 3 scholarships of \$3,000 each will be awarded. Call 1-800-222-1329, ext. 512 for an application.

Deadline for entries is February 4, 2005.



LAST CALL to ENTER GETAWAY GIVEAWAY

Hurry! Deadline for Referral Entries is October 29, 2004



Refer family members or co-workers to join Atlantic Federal Credit Union and you could win a *free* 4 day/3 night stay at your choice from more than 400 Marriott® Fairfield Inns. Choose your getaway trip anytime during the next year with no black out dates.*

Here's how it works: With each new Member you recruit, your name will be entered into the drawing. The more Members you recruit, the greater your chances of winning the sweepstakes. It's that simple! And the new recruited Members will be entered into a separate drawing for a free vacation too.

Return the coupon with the names of relatives or co-workers who you'd like to see benefit from Atlantic Federal membership or go to our website at www.atlfedcu.com to sign them up.

The Credit Union will send your referrals a membership package.

Let your family and co-workers from Atlantic Federal's member companies get the benefits of Credit Union membership. And, don't forget, anyone who lives or works in Newark is now eligible too.

* Vacation package does not include any travel expenses incurred in reaching destination.

New Member Referral Coupon

Please print. Photocopy for more names.

Name of Person You're Referring _____

Their Mailing Address _____

City _____ State _____ ZIP _____

Your Name _____

Your Credit Union Account # _____ / Your Phone # _____

Return to: Atlantic Federal Credit Union
37 Market Street Kenilworth, NJ 07033
Or, fax to: (908) 245-0680 / Or submit at: www.atlfedcu.com

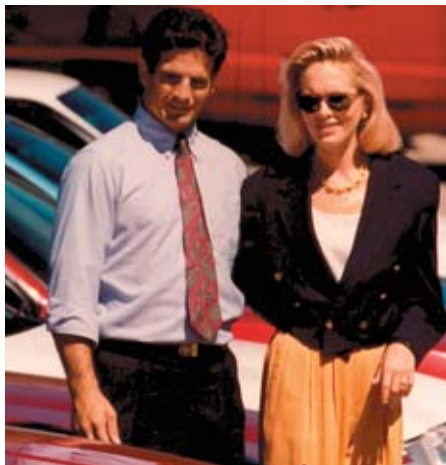
Who's eligible for Atlantic Federal Membership? Family members including spouse, children, siblings, parents, grandparents & grandchildren. Anyone living in your household (even if unrelated.) Also, your co-workers at companies within Atlantic Federal's field of membership may join.

Employees and officials of Atlantic Federal Credit Union and their families are not eligible to enter giveaway drawing. Specifics of the hotel packages are available at the Credit Union.



**ATLANTIC FEDERAL
CREDIT UNION**
O P E N I N G D O O R S

AVOID *the* FIVE MOST COMMON NEW & USED CAR BUYING MISTAKES



Buying a car or truck is the most expensive retail purchase most of us make. Here are the five most common new car buying mistakes.

Not knowing the invoice price of the car or its options. Smart shoppers don't even use the sticker price. Instead, they check the "invoice price" – what the car cost the dealer. You can get this from a variety of sources including a link at the auto loan section of our website: www.atlfedcu.com.

Not knowing the true value of your trade-in. Just as you can't judge a price quote unless you know what the dealer paid for a vehicle, you can't judge the fairness of a deal unless you know the market value of your trade-in. Call Atlantic Federal Credit Union for free quotes on your vehicle's trade-in value.

Not securing your financing before you go shopping. Savvy shoppers know that they can negotiate a great deal by securing financing before they start shopping. As a Credit Union Member, you can log on to www.atlfedcu.com and get instantly pre-approved or call us at 1-800-222-1329. You'll not only head into the dealer with pre-approved financing in hand, but also gain a distinct competitive advantage in the vehicle buying process.

Shopping only one dealer. Ideally you should visit three dealers to compare offers after you've selected the model you want. We also encourage you to use the Credit Union's free service, Motor Vehicle Certification Program (MVCP) at 1-800-345-0990 for a pre-negotiated price quote on the vehicle. Find out about any rebates and incentives available, too.

Automatically taking the dealer's 0% financing instead of the cash rebate. Shoppers often come out ahead by taking a dealer cash rebate instead of discounted dealer financing and applying it to the purchase price of the vehicle.

Call us and ask!



THE BEST DEAL of THEM ALL at *the MALL*

Atlantic Federal's New Visa Card: **4.9% apr**

Just in time for all your holiday shopping! Our Atlantic Federal Visa has a special introductory rate as low as 4.9% apr.*



Our Visa Features:

- The same low rate on balance transfers as new purchases.
- No cash advance or balance transfer fees.
- 25-day grace period on all purchases & charges.
- Online account access.
- Online secured shopping with Verified by Visa - you have Zero liability for any unauthorized online purchases.

Already have a Credit Union Visa? Switch to our new Card and get this same special rate. To apply for a Credit Union Visa card, go to our website at www.atlfedcu.com. If you already have a Credit Union Visa, call us at 1-800-222-1329 to switch to the new card. 280093930

*For the first 6 months. Afterwards, the rate will be indexed to The Wall Street Journal prime rate plus a margin based on Member's credit history. Rate quoted is the lowest rate for qualified applicants. Other rates are available and may apply based on credit worthiness.

New Vehicle Rates as Low as 3.75%* apr

Up to 125% financing with tax, title & extended warranty.

Used Vehicle Rates as Low as 4%* apr

We'll refinance your existing loan too!

Ask about Payment Advantage, Atlantic Federal's Lease Alternative

*Rates & percentage financing shown are for Premier Members meeting selected credit criteria for up to a 3-year term. Other rates and terms available based on Member Credit worthiness criteria. AFCU loans not eligible for refinancing.



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OPENING DOORS



MORE NEWS YOU CAN USE:

Holiday Loans

Need extra cash for the holidays? Borrow up to \$1,000 with a Credit Union Holiday Loan. Your first payment isn't due until February 2005. Take up to one year to repay. Apply November 1 through December 31. Rates as low as 9.65% apr*

* Rates & percentage financing shown are for Premier Members meeting selected credit criteria. Other rates and terms available based on Member Merits status and credit worthiness criteria.

Open a 2005 Holiday Club

Do you come up short on holiday cash every year? Why not open a Holiday Club so you can save a little bit each payday toward holiday expenses? You can open a Holiday Club for any dollar amount. To open a Club, go to our website: www.atlfedcu.com or give us a call at 1-800-222-1329. If you have a Club(s) maturing this October, you will automatically be enrolled for next year's Holiday Club.

Holiday Clubs Mature

2004 Holiday Clubs will mature on October 8. Proceeds with interest will be transferred to your Savings Account for withdrawal via ATM, Quick Draw or by faxing a request to the Credit Union.

Holiday Toy Donations

In the holiday spirit of giving, Atlantic Federal will once again collect toys for needy children. Drop your unwrapped gift off at any Atlantic Federal branch.

Courtesy Pay Fee

Any Member who uses Courtesy Pay to cover NSF checks and/or ACH debits is charged \$20 for each occurrence. Please remember to deduct this charge from your Checking Account balance.

GAP Plus Insurance Gets Even Better

You're driving your new or not-so-new vehicle and the worst happens – your vehicle is totaled in an accident or gets stolen. GAP Plus insurance makes this unfortunate situation a lot easier to handle. With GAP Plus insurance, you won't owe any money on a vehicle that you no longer have and it makes purchasing a replacement vehicle more affordable. That's because GAP Plus insurance covers the difference between the auto insurer's settlement and your loan balance.

Without GAP Plus insurance, you could be liable for thousands of dollars for a vehicle that you no longer have. This insurance also covers your insurance deductible of up to \$1,000 and gives you a \$1,000 down payment credit toward your next vehicle loan at Atlantic Federal. It's available for new and used vehicles and can be purchased after the loan is opened.

The insurance premiums can be included in your monthly loan payment. And, there is now a full refund if you cancel the policy in the first 90 days (formerly was the first 60 days.) Call us at 1-800-222-1329 to find out more about this coverage.

Find Your Hidden Account Number...

\$ 25 - \$100 Rewards

Find your Account Number in this issue of The CU's News & call: (908) 245-1750, ext. 512. \$25 will be added to your Share Savings Account. \$100 will be added if you have an active Checking Account.

Holiday Closings:

Monday, October 11 –
Columbus Day
Thursday, November 11 –
Veteran's Day
Thursday, November 25 –
Thanksgiving
Friday, December 24 –
Christmas Eve – 12:30 pm closing
Saturday, December 25 –
Christmas
Saturday, January 1 –
New Years Day



**ATLANTIC FEDERAL
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OPENING DOORS



Phone: (908) 245-1750 / Fax: (908) 245-0680

Kenilworth: 37 Market Street
Kenilworth, NJ 07033

Hours: M- F 8 am till 5 pm / Thurs. till 6:30 pm
Sat. 9 am till Noon

Newark: 570 Broad St., Newark, NJ 07102
(Opening Fall 2004)

Princeton: 29 Emmons Dr., Bldg. A-30
Princeton, NJ 08540

Hours: M- F 8 am till 4 pm

Elizabeth: Trinitas Hospital -
210 Williamson St. Elizabeth, NJ 07201

Hours: M- F / 9 am till 4 pm

Serving Only Verizon Wireless Employees:

Bedminster: 180 Washington Valley Rd. 3rd Flr.
Bedminster NJ 07921

Hours: Tuesdays & Fridays 8:30 am till 4 pm

Morristown: 250 James St. Morristown NJ 07960

Hours: Mondays, Wednesdays & Thursdays 8:30 am till 4 pm

Orangeburg: 2000 Corporate Drive
Orangeburg NY 10962

Hours: Monday - Friday 9:30 am till 2:30 pm

Warren: 30 Independence Blvd.
Warren NJ 07059

Hours: Monday - Friday 8:30 am till 3 pm

- Web Site - www.atlfedcu.com
- E-mail for Member Service - info@atlfedcu.com
- E-mail for IRAs & CDs - reneel@atlfedcu.com

Quick Draw - (908) 245-0404

Or press 1 after calling the C.U.'s main number.