



## APCO EMPLOYEES CREDIT UNION

1608 SEVENTH AVENUE, NORTH  
BIRMINGHAM, ALABAMA 35203

TELEPHONE 257-3601

August 24, 2006

John M Floyd  
125 No. Burnet Drive  
Baytown, TX 77520

Dear Mr. Floyd,

Our program began on March 1, 2005, and concluded on February 28, 2006. We were very pleased with the design and implementation of Overdraft Privilege Program by your firm. Mr. Steve Thomas and Mr. Waid Thompson were very knowledgeable and each were a pleasure to work with.

Our members are very happy that we pay their checks now rather than returning them. Our numbers of new checking accounts opened each month has increased and the number of NSF checks has increased. Our NSF fees collected increased by \$428,140 with the program over the previous year without the service, a 55.4% increase in fee income.

This program is a win-win for both the credit union and our members. Thank you for providing the expertise that enabled us to offer this important service.

Sincerely,  
APCO Employees Credit Union

Larry D Morgan, CCUE, CFP  
President

LDM/dh  
Copy to: Steve Thomas