

Paul Kelly, president and chief executive of First Calgary Financial. Photograph by: Ted Rhodes , Calgary Herald

CALGARY — First Calgary Financial has joined other credit unions across the country in launching a new smartphone app which makes locating 'ding free' ATMs a snap for its members.

The term ding free means credit union members can use any participating ATM without paying a surcharge fee typically charged when they use an ATM that isn't owned by their credit union.

Canada's credit unions have also launched a free locator app at dingfree.ca that is available for iPhone, Android, Windows and BlackBerry devices. The new app helps credit union members locate the nearest surcharge-free ATM anywhere in Canada. Credit union members can access ding free ATMs nationwide.

Paul Kelly, president and chief executive of First Calgary Financial, said there are 2,400 participating ATMs, including some on other networks with other financial institutions part of it.

First Calgary Financial has recognized how receptive customers are to the elimination of service fees. The financial institution, which recently reported its best result in its 76-year history with profits increasing by 40 per cent in 2012, launched in May the first free chequing account from a full-service financial institution in Alberta and it signed up over 13,000 accounts because of that.

"It's one of those one similar to 'I hate paying taxes'. In a survey, you're going to get lots of people saying they're annoyed," said Kelly of service charges. "But certainly the feedback we've gotten . . . was there's far more consumer annoyance at these fees that most people think are nickle and dime than for example your mortgage rate or the rate you get on your deposit."

He said the backlash is from consumers who perceive that fees don't correspond to the cost of the service.

"And I think that's what really ticks consumers off is the value they don't see," he said.

# year deal

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'We've taken a pretty strong philosophy to say 'we're just not going to play in that game. We're the alternative. We're going to be ding free. We're going to be no fees for you. And frankly we're going to make our money by you taking a mortgage with us or you deposit money. That's how we're going to survive."

David Phillips, president and chief executive of Credit Union Central of Canada, said the ding free campaign is the first national campaign to promote the surcharge free benefit to credit union members and it is being supported with an awareness campaign across Canada, including a promotional video and print advertising.

First Calgary Financial, with about 500 employees, has 16 branch locations. It is the ninth largest credit union in Canada with over \$3 billion in assets and more than 70,000 members in the greater Calgary area.

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