



DVSA Newsletter

December 2010

www.delawarevalleysunalumni.org

President's Message

2010 has flown by and it's time to do plans for the Holiday season. One annual fall tradition at Sunoco is the United Way campaign. Retirees have been generous in past campaigns and we hope that you participate again this year. You might have gotten a pledge form in the mail but if you didn't, you can find one on our website – delawarevalleysunalumni.org. You can also use the attached form. Thank you for helping the agencies that support our communities.

We are very proud of our contributions to various food cupboards in 2010. Your generosity allowed us to make six \$500 donations! This time of year we also support Children's Hospital and the Ronald McDonald House. Please see the luncheon reservation form to keep this worthwhile effort going strong.

We have Sunoco, Inc.'s new Chief Financial Officer, Brian McDonald as our guest speaker at the December 7th luncheon at Springfield Country Club. It is a time of change and Brian can update us on the Company's strategies. The December luncheon is always our biggest event of the year. Please plan on attending and consider bringing a guest.

A very sincere THANK YOU to some DVSA Board members who will be retiring from the Board after many years of dedicated service. Gerry DeFelicis, Beverly Dotter and Mike Walker have given their time and talents to our organization. We thank them for their efforts! (continued on page 2)

December Holiday Luncheon

Date: December 7, 2010 (Tuesday)

Place: Springfield Country Club
400 West Sproul Road
Springfield, PA 19064
610-690-7600

Time:
Social Time 11:30 – 12:30
Lunch and Program 12:30 – 2:30
More Social time 2:30 – 3:15

Speaker:
Brian McDonald – Sunoco CFO
Topic: Sunoco Strategies

Heating Oil Promotion Act by Nov 21 to save \$\$
Superior Plus took over Sunoco Heating Oil and is offering a special promotion for Sunoco Retirees. See our web site or call 800-627-4328.

Contact Info -

For Employee/ Retiree Benefits Information -

Phone: (215) 977-6300

or (800) 666-6323 (outside Delaware Valley)

Or: Email: ccbrock@sunoco.com

Fax: (866) 397-4336

For the Delaware Valley Sun Alumni Group

Website: www.delawarevalleysunalumni.org

Contact DVSA – DVSApresident@gmail.com

President's Message (cont. from page 1)

We welcome a couple new Board members – Malcolm Flint and Ken Fulmer will join us in 2011. We will confirm this by vote at the luncheon.

I've thoroughly enjoyed serving this organization in 2010. We have loyal members and the support of Sunoco, Inc., which is a combination that spells success. Please mention us to other Sunoco alumni so we can continue to grow.

Pat Steadman (DVSApresident@gmail.com).

Life After Sunoco – Two Stories

Many of us leave Sunoco and retire, travel and share our time with our family or community. Others of us move to another career. We want to focus on two of our fellow alumni who have provided a second career of service to a non-profit or government agency to make a real difference to those in need.

Pat Renzulli left Sunoco as VP of Finance, and CIO. She went on to become CIO of the Philadelphia School District and then to manage the Susan G. Komen 3 day walk for the Cure. She led the Campaign to raise over \$200 Million in her 3 years with the campaign. She is still working at the National Philanthropic Trust and is also Chairwoman of the Board for Inspiritec.

Ed Biasi is another alum who has shown how one person can make a difference. Ed spent 33 years with Sunoco, with the final years in Planning and Economics. Ed has been involved with Big Brothers/Big Sisters over 40 years. He has served for 20 years on the board of directors. For 3 of those years he was Chairman, and guided the combination of Philadelphia, Chester, Delaware and Montgomery County Groups into the SE PA group that serves over 4000 children. He has also mentored 5 "Little Brothers over the years and helped make a difference in their lives. He reports that his last "Little Brother" enrolled at Northeastern Univ. this year as a freshman.

Branded Marketing – Speaker Notes

Cynthia Archer, VP of Marketing and Development for Sunoco, was the guest speaker at our 9/21 luncheon. Cynthia is responsible for developing marketing programs and capital initiatives within Branded Marketing. She discussed many Sunoco Marketing programs. Some highlights were:

- The Branded Marketing business line is profitable.
- Branded Marketing has ambitious plans to grow within existing geography as well as exploring new markets.
 - The brand has a program called RPM – Retail Portfolio Management which analyzes every Sunoco station within direct marketing. Each station has a strategy – spend capital, retain as is or recapture the capital. Although the station in your neighborhood might not receive capital upgrades, those that have the best potential for growth will be receiving capital improvements to grow.
 - Independent studies indicate that the Sunoco brand comes out on top in brand recognition within its markets.
 - Customer loyalty programs are popular with many consumers. Sunoco has programs with several grocers and has its own program within the Aplus convenience stores. Consumers can save significant cents per gallon on their gasoline purchases.

Cynthia answered many questions from the luncheon attendees. We sincerely thank Cynthia for a very informative presentation!

**Delaware Valley Sun Alumni
Autumn Luncheon**

I/we will attend the luncheon on:
Tuesday, **December 7th, 2010** at Springfield Country Club.

Please PRINT clearly

Name(s) _____ Phone: _____

Address _____ e-Mail: _____

Check here if new address

Member name Tag nickname: _____

Guest name Tag nickname: _____

Luncheon (\$18/person or \$36/ with guest for dues-paying members) _____

(\$28/person or \$56/ with guest for non-dues-paying members) _____

Donations: Food Cupboard _____
Ronald McDonald House _____
Children's Hospital _____

2011 Dues (\$15.00) _____

Total in this payment: =====

Menu Choices:

Roasted Salmon Turkey

For Future issues- Do you prefer to go "green Friendly" and Receive the newsletter via email only? If yes, check this box, and be sure to verify your email address (again).

Box to get email only **Please PRINT clearly –**

email address verification: _____ @ _____

PLEASE RSVP by December 1st

Mail check, made out to "Delaware Valley Sun Alumni" along with this page to
DVSA Treasurer, 202 South Valley Road, Paoli, PA, 19301

**Delaware Valley Sunoco Alumni – Pledge Form –
 ---SE Pennsylvania United Way Campaign for 2010**



Your gift Campaign Choice (Please check one)

- Southeastern Pennsylvania (Philadelphia)
- Southeast Delco (Marcus Hook)

I pledge the following amount as my annual United Way contribution (check one):

- Cornerstone:** One thousand dollars (\$1,000)
- Keystone:** Two thousand five hundred dollars (\$2,500)
- Generous Contribution:** In the amount of \$_____.

Please mail this form and any payment separately from your DVSA lunch registration. Mail this form and payment directly to:
Sunoco, Inc. United Way c/o Cherice Corley 1735 Market St. Suite LL Philadelphia, PA 19103

Payment options

Cash **Check** to United Way. Amount enclosed \$_____ **Securities** _____ **Bill me** _____

Credit Card: **Visa** **MasterCard**

Account # □□□□ - □□□□ - □□□□ - □□□□ Exp. □□ / □□

Mr. **Mrs.** **Ms.** _____

Address (Street) _____ (City) _____ (State) _____ (Zip) _____

(Phone) _____ E-mail _____

Employer _____ Phone _____ E-mail _____

► **Sign to Authorize!** _____ Date ____/____/____ **Thank you!**

Directing your gift

PLEASE CHOOSE HOW YOU WANT TO INVEST IN YOUR COMMUNITY.

Please tell us how you would like to direct your gift. The amounts you enter must equal your total annual gift.

option A

INFLUENCE THE CONDITION OF ALL. United Way Community Impact Fund. The most powerful way to invest your contribution..... \$□□,□□□.□□

option B

I want to divide my gift to the United Way Community Impact Fund among these important goals:

- EDUCATION:** Helping children and youth achieve their potential through education \$□□,□□□.□□
- INCOME:** Helping families become financially stable and independent \$□□,□□□.□□
- HEALTH:** Improving people's health \$□□,□□□.□□

option C

I want to give to another United Way or specific health or human service agency in my region. Please provide agency name, address if known, city, state and zip. United Way does not monitor how designated gifts are used. If the agency you designate is ineligible, United Way will notify you so that you may redirect your investment. If we do not hear from you, if your designation is less than \$24, or if you have not provided sufficient information, your gift will be redirected to support the United Way Community Impact Fund in your area.

Agency Name: _____

City: _____ **State:** _____ **Zip:** _____ \$□□,□□□.□□

Agency Name: _____

City: _____ **State:** _____ **Zip:** _____ \$□□,□□□.□□

(SUM OF ALL BOXES)

QUESTIONS? Call 800-417-8742 or Email: donorservices@uwsepa.org

My Total Annual Gift \$□□,□□□.□□

You can also contact Cherice Corley (215-977-3833; clcorley@sunocoinc.com) at Sunoco for more information

Fiscal distribution services are provided by United Way of Southeastern Pennsylvania. United Way of Southeastern Pennsylvania's most recent financial statement is available on their website www.uwsepa.org. As required by law, United Way acknowledges no commercial goods or services were exchanged for your contribution. The United Way's cost recovery fee of 12.5% is deducted from the total pledge amount to cover fundraising and operating costs. Please keep a copy of this form for your tax records. You will also need a copy of your pay stub, W-2 or other employer document showing the amount withheld and paid to a charitable organization. Consult your tax advisor for more information.