



SCHOLARSHIP 2016

\$2,000 Scholarship Recipient
Jen Stueber



Vice President of Blue Ridge Heating & Cooling, Inc. in Pine Beach, New Jersey, a family owned business. Even from an early age, I enjoyed helping out and learning about the HVACR industry. I have held several positions at my father's company through high school, college, and during my first career as a teacher. Approximately 13 years ago when my Dad had become ill in the middle of summer and wasn't expected to return within a time frame that would support the continuation of a profitable business, I took a leave of absence from my career. In my Father's absence, I understood I needed to learn as much as I could about the trade. That's when I realized my passion for this industry and that this was not just a job anymore, it could become my career. This turning point took the business from my head to my heart.

As a result of my desire to be successful in the family business, I started taking management, business, and marketing classes through Fred Pryor as well as at the local county college. I wanted to learn as much as possible to enhance my knowledge regarding business management and financial profitability. I was also very interested in educating myself regarding the mechanical/technical aspects of the trade. I started reading trade magazines, taking technical classes, and enrolled in the Ocean County Vocational School Accredited 4-year Apprenticeship Program for HVACR.

My office duties include accounts payable and receivable, Human Resources, marketing, hiring and firing, disciplining and managing 12 employees. While in the field I performs service calls, maintenance, and estimates, plus check on jobs for inspection quality assurance checks.

"My focus and passion over the next couple of years is to bring back good old fashioned customer service and restore consumers faith in the craftsmanship of the trades." - Jen Stueber