

Stem Brothers

Naturally, Your Fuel & Home Energy Experts.

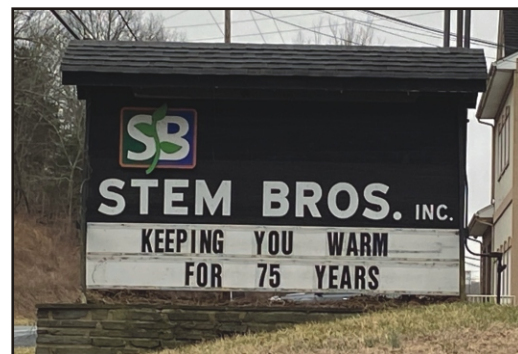
To Our Customers:

As your fuel and home energy experts, we feel a responsibility to discuss and share with you some of the factors that have influenced record high prices this year. We understand that our customers are concerned and distressed by high energy prices and fuel supplies. Please understand that we are doing everything in our power to keep prices as reasonable as possible, but we are subject to the same geopolitical and market conditions as everyone else. That said, we are working with our vendors to maintain a reliable supply of fuel and purchase strategically so as to pay the lowest prices possible.

Over the last year, crude oil prices have skyrocketed; practically doubling from a year ago. Increased demand for product throughout the U.S. triggered an initial increase as the supply was still below prepandemic levels and unable to catch up as we began to resume a much more 'normal' way of life. Russia's invasion of Ukraine has also contributed to higher prices; sanctions and other factors have contributed to a decrease of 6-8% of our supply. You hear it all of the time, but supply and demand play the largest role in pricing. Please check out the U.S. Energy Information Administration at eia.gov for more information on factors contributing to rising prices.

We have been serving our communities for over 75 years, through fuel shortages and price volatility – and we will be here to serve you for years to come. As we get through the next few weeks or months, let's work together, and remember that this setback is nothing compared to what some are facing. Our business was built on our relationships with our customers. Together, we can help each other.

The Stem Family



Creating a Fuel Safety Net

Now is a great time to start saving for next winter's heating expenses. We offer two programs that you can participate in to help ease the burden of heating your home – the Easy Pay Plan and the CAP Price Protection Plan. You can enroll in one or both of the programs.

The Easy Pay Plan spreads your heating costs over 11 months, with the first payment due in July. Monthly payments can be made automatically with a credit card by accessing your account through the Stem Brothers website. Enrollees will receive a 5-cent per gallon discount on all gallons purchased during the heating season and will be on automatic delivery service.

The CAP Price Protection Plan offers you piece of mind during the heating season by guaranteeing that your price of heating oil or propane will not exceed a certain level throughout the heating season.

- This plan is for residential customers using heating oil or propane.
- There is a low cost annual, non-refundable enrollment fee to secure your capped price.
- Enrollees in our CAP Plan will be on automatic delivery, so you do not have to worry about calling in your fuel order or possible run outs.
- This plan is a win-win situation as you have the peace of mind throughout the heating season that you will always pay the lesser of either our daily posted price or the capped price; you are no longer subject to price spikes.
- You can also link the CAP Plan to our Easy Pay Plan and spread your heating costs over eleven months.

We want to make budgeting for your heating product as easy as possible. Call our office for more information or if you would like to sign up for either or both of these programs. We would be happy to analyze your account in order to help you determine which plan would work best. Call us today!

www.stembrothers.com e-mail: heating@stembrothers.com

760 Frenchtown Road, P.O. Box 619, Milford, NJ 08848-0619 (908) 995-4825 (908) 996-4441 FAX (908) 996-3508

John David Stem, II, Master HVACR Contractor Lic. #19HC00424600 PA HIC #PA032216



Supporting the Future of HVAC Technicians

Seventy-five years in business is a huge success and what better way to commemorate such an achievement than to create a scholarship to assist others in their HVAC educational careers. Stem Brothers, Inc. is very proud to announce their collaboration with Raritan Valley Community College's Workforce Training Center. Students considering the field of Heating, Ventilation and Air Conditioning will have an opportunity to learn valuable skills in the most up-to-date facility with real hands-on experiences designed to prepare them for entrance into the field upon graduation. The Career Training programs in HVAC at Raritan Valley Community College offer a 1 year certification or 2 year AAS degree. Visit raritanval.edu/career-training and click on Explore Career Training Programs to learn more. To find out more information about the Stem Brothers, Inc. scholarship visit: <https://www.raritanval.edu/paying-for-college/scholarship-opportunities> and click on Other Program Scholarships.



Paul Flor, Justin Stem, J.D. Stem, II, Wade Stem

As we commemorate our 75th year in business, we wanted to do something special to celebrate our milestone by giving back to the local communities that have been so supportive of our family business for so many years. When approached about creating a scholarship for RVCC's HVAC program, we couldn't have been more thrilled and excited to contribute to the growth and success of tomorrow's next technical leaders in the HVAC field. We're very proud of RVCC's Workforce Training Center and honored to be a part of an institution that recognizes the need to develop skilled tradesmen and tradeswomen and their importance to our local economy as they become tomorrow's next generation of productive workers and business leaders!

J.D. Stem, II Vice President



In honor of our 75th year in business, we are giving away a Stem Brothers, Inc. 75th Anniversary commemorative t-shirt to all of our customers. Stop by the office to pick up yours today!

One t-shirt per customer/household. Must have a Stem Brothers, Inc. account. While supplies last.

Consider Propane for Your Outdoor Oasis

Propane continues to increase in both residential and commercial use across the country because it is both efficient and affordable. Not to mention, propane can provide the energy for all of the fun things needed to create your very own outdoor oasis. There are many propane fueled appliances to choose from that can help you design the backyard you have always wanted whether it is for relaxing, entertaining or both.



With a propane fired patio heater, fire pit or fireplace – you can enjoy the day long after the sun goes down. Patio heaters, fire pits and fireplaces come in a wide range of shapes & sizes and can be used with a portable propane tank or connect directly to an existing propane tank supply.

Make entertaining easy with a propane bar-be-que grill or consider an outdoor kitchen. Outdoor kitchens can include a grilling station, smoker, burners and an oven. They are functional as well as fun! Prepare delicious foods for your guests without having to run in and out of the house.

Do you have a swimming pool? Extend its use with a propane fired pool heater. A pool heater circulates water through coils which are heated in a chamber and returned back into the pool. A gas fired pool heater is the most efficient when it comes to heating a pool quickly.



With summer just around the corner you will want to be outside enjoying those warmer nights with family and friends. Contact our propane department to provide the hook-up to your new unit and to keep your tank full. [908-996-4441](tel:908-996-4441) or [908-995-4825](tel:908-995-4825)

Schedule Your Annual Maintenance

Annual routine maintenance can extend the life of your heating and cooling equipment, improve efficiency and save you money on fuel and costly repairs. Schedule a tune-up of your boiler/furnace and/or air conditioner and take advantage of special pricing - Now until July 31st. **TO REQUEST A TUNE-UP, CALL THE OFFICE AT 908-996-4441 OR FILL OUT THE ENCLOSED CUSTOMER RESPONSE CARD, RETURN IT TO US AND WE WILL CONTACT YOU.**



Stem Brothers, Inc. is proud to offer a Special discount for Veterans!

20% off of the price of an Annual Cleaning/Preventative Maintenance for A/C and Oil or Propane heating appliances.

This offer is valid for current or new Stem Brothers, Inc. customers.

*Proof of veteran status required.
Ad must be mentioned at time of scheduling a cleaning or preventative maintenance.
Not valid on parts, after hours calls or other offers or specials.
No cash value.
One per household.*

Employee Milestones

Stem Brothers, Inc. is proud to recognize the following employees for their continued years of service.

Kyle Williams	15 years
Tim Smith	20 years
Scott Wydner	25 years

Propane Safety

Included in this year's newsletter is a brochure entitled Important Propane Safety Information. Please take a moment to read this brochure as it contains various topics and safety procedures. Also included, is a scratch & sniff section. The odor in the brochure is very similar to that of Ethyl Mercaptan; the odorant added to propane before it leaves a distribution site. Remember, propane is a colorless and odorless gas; therefore, it is important to recognize this distinct smell as it could mean there is a leak. Propane is a highly efficient fuel source and has a less of an impact on the environment than some of its fuel counterparts. However, propane does require some extra steps to ensure things are safe. Keep in mind the topics discussed in the brochure and call our office if you suspect a leak or issue with your tank or propane-fired unit.

[908-996-4441](tel:908-996-4441) or [908-995-4825](tel:908-995-4825)



What's New with Shammy Shine

Who doesn't like something for free? We all do! Free vacuums are now available at the 34 Hwy Route 12 location in Flemington and ten other express locations. Treat your car to an Express Wash or use your Club Membership and take advantage of the newly installed FREE vacuums.

If you want a clean car and have some fun at the same time, bring the kids to the Raritan full-service Shammy Shine. As your car goes through the wash tunnel, your kids can take turns "helping" wash the car with the FREE soaker gun!

Are your floor mats dirty, salty or muddy? Take advantage of the FREE Rug Beater at most express locations (excluding Route 202 & Roseberry St.). This unit will shake off just about anything stuck to your floor mats.

Consider joining the Unlimited Car Wash Club and never drive a dirty car again! Unlimited Express Wash Club memberships start at \$23.99 a month and can be used at twelve different Shammy Shine locations throughout New Jersey and Pennsylvania.



A Warm Welcome



Joining our staff over the past year:

Devin McHenry, Josh Ryland, Greg Ritter,
Ed Natale, Stephen Nemeth,
Jarrett Aguilar, Jeremy Stull

www.stembrothers.com

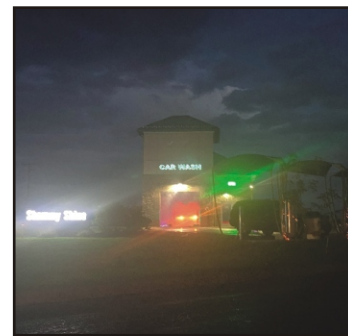
Giving Back

Stem Brothers, Inc. and Shammy Shine Car Washes enjoys giving back in many ways to the communities we serve. This past year provided many opportunities to help out local friends and neighbors in times of need; while also contributing to sponsored events and groups.

Tropical Storm Ida hit our area in September of 2021 causing millions of dollars in damage to homes, businesses and towns. The owners of The Milford House, a restaurant in Milford, NJ, were devastated by the storm - sustaining major damage to their restaurant. Shammy Shine donated back a portion of the proceeds from every car wash at the Milford wash location during the month of October to help the owners. And just a little update - The Milford House is almost ready to reopen! Follow them on Facebook for more information.

Shammy Shine was proud to once again offer a free car wash to all veterans and active-duty military personnel as a way to say 'thank you' for their service. However, this year, instead of just offering the free wash on Veteran's Day - the program ran for the entire week!

For the first time ever, in collaboration with the Easton High School Musical Theatre Group, the Shammy Shine Car Wash located on Kingston Road in Palmer Township provided a **HAUNTED** car wash. A portion of the proceeds from each wash went back to the program. Members of the theatre group dressed in costume to give our guests a terrifying ride through the wash! The wash tunnel itself was decorated with smoke, lights and lots of spooky decorations and figures.



Wrapping up 2021, Stem Brothers & Shammy Shine sponsored horse drawn wagon rides for the Christmas in Milford event. In addition, the employees of both companies collected food & supply donations for the Milford Food Pantry located inside of the Milford Presbyterian Church just in time for the holiday. Through the Jack Stem Fuel Assistance Fund, Stem Brothers delivered over nine hundred gallons of heating oil to those in need.

Online Account – Fast and Environmentally Friendly

If you haven't already, consider creating an account at www.stembrothers.com. Click on **My Account** to get started. You will need your account number and phone number to register.

Once you are registered, you'll be able to...

- View your account information
- View your payment history
- View records of previous deliveries
- Request fuel deliveries
- View records of cleanings
- Pay online via credit / debit card
- Setup automatic payments

Did you know you can have your delivery tickets, service invoices and other correspondences emailed to you? You can add your email to your account by calling us at **908-996-4441**. We would be happy to take your information over the phone. You can also add it on the enclosed customer response card and return it to us. Going digital and reducing the use of paper is one of the ways we can all **Go Green!**