As a young girl, I did not play with toy trucks. Yet, building propane trucks is exactly what led me to a sensational industry and to find my unique voice.

A spotty career path followed my college studies in California. There were years in the fitness, graphics, publishing, and museum realms, prior to my stepping into my father’s nationwide, LPG delivery truck-manufacturing company. In 2005, as president and owner of JARCO, Inc., I dived into the propane industry. Learning and growing the business came first. Next, I took roles at the National Propane Gas Association (NPGA) including a director’s seat and a term on its executive committee. Working with influencers in NPGA, I brought to its leaders the concept and development of the Women in Propane (WIP) Council. Established in 2012, the business council today has more than 1,000 members.

The eventual sale of JARCO led to another door opening. Now I am proud to work at Ferrellgas, our nation’s premiere propane provider and strong supporter of the work done at the WIP council. In addition to representing Ferrellgas in industry relations nationally, I assist in its strategy of growth by acquisition. Today my path is consistently supported by my husband, my two daughters, my dearest friend, my six grandchildren, and my Ferrellgas and WIP colleagues. I appreciate my full-hearted life.

“In a global industry full of smart, talented, skilled businesswomen, how do you get them to move into leadership roles? WINLPG can bring awareness, training, and change to an industry whose future depends on diversity. We must do this in this generation!”

Nancy Coop
My passion now is to learn new, more powerful ways to train the next generation of leaders...and then to turn those insights into coaching and mentoring programs that generate long-term success for our industry.

I did not have a formal mentor, but many informal ones. I observed who did things well and adopted their methods. I saw who led well and asked for their opinions. I witnessed poor behaviour and took note not to follow it. I’m currently in a formalised mentorship network as a mentor. We are mutually gaining confidence, new skills, and courage through our structured sharing and goal development. It’s an enriching and enlightening process with many inspiring “ah ha!” moments we can put to use immediately and effectively.

I have learned first-hand that we are not born as leaders. We are made into leaders through our circumstances. These are skills that can be learned. Perceiving ourselves as leaders is the first critical step. And, then it is up to us to learn all we can and to be willing to do what others will not.

Before the advice, I encourage people to take a good look at this industry. It has possibilities for everyone to be successful. It is filled with dedicated people who hold a healthy respect for each other and the heritage of the industry. It is teed up for 21st century growth. My advice for those starting in LPG are:

- Say what you mean and mean what you say
- Always be learning and asking questions
- Be proud of where you work or find somewhere you can be.

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