



WINLPG

Women in LPG



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Meet the Role Models

WINLPG Role Models introduce successful individuals in the LPG industry and gives an insight into their career path, their challenges and their advice to fellow WINLPG members.

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!”

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SIX KEY QUESTIONS

What is your goal today?

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.

Did you have a mentor and how did this help?

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.

Describe your Pathway?

My father created an outstanding truck-building company. At 80 years old, he retired and, as I often joke, "put me to work." Although I'd been exposed to the propane industry due to my dad's involvement, taking over the company was an immersive way to learn the ropes. The path was not traditional, but the nature of the industry in the U.S. is family-oriented, so my entry to the industry was welcomed as my dad and his company had stellar reputations. I am honoured to extend our family legacy in the industry.

What does leadership mean to you?

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.

Did you face any specific challenges?

Joining a male-dominated industry with an "old boys' network" in force was striking. Learning to navigate successfully in that environment has had many moments of frustration, some failures, and disappointment. The specific challenge is I don't look like the people in power. The achievement is to create awareness, stand up for human rights, and use knowledge to influence people and change. I needed to grasp the unspoken rules to have success in steering a new path for equality and diversity in our industry.

What three pieces of advice would you give to someone embarking on their career with LPG?

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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Women in LPG Global Network

www.wlpga.org