

JARCO Inc.

Owner uses lessons learned from her father to lead truck manufacturer

BY BRIAN RICHESSON | Senior editor

Nancy Coop considers herself the “gracious recipient” of a rewarding gift – her father’s company, JARCO Inc., which she has owned for the past 4½ years.

When Casey Jarvis transferred ownership of the propane delivery truck manufacturer to his daughter in 2005, he also transferred a wealth of respected qualities that did not go unnoticed.

Coop describes her father, a longtime contributor to the propane industry, as caring and classy. She admires his strong feelings about how things should be done and his ability to communicate with people. His sense of humor remains one of her favorite qualities.

“He taught me it’s better to take the high road and always be sincere with people,” Coop says. “It might not sound like a business résumé, but it’s a résumé for life. It’s a terrific thing to carry on your dad’s legacy, and I’m very proud of that.”

Coop oversees a company celebrating its 50th anniversary. Jarvis founded the company in California – where Coop and her husband, Tuck, reside – later adding locations in Illinois and Virginia. Today, JARCO’s sole home is Salem, Ill., a town of 8,000 that has welcomed the company graciously.

“When my dad founded the business in 1959, his paramount concern was safety and a real concentration on



TEAM: JARCO employees at Salem celebration

LOCATION: Salem, Ill.

FOUNDED: 1959

EMPLOYEES: 25-30

TRUCKS SOLD: About 100 per year

SPECIALTY: Propane delivery truck manufacturer, also offering used trucks, change-out trucks and tank wagons. It also has repair and parts services.

ONLINE: www.JARCO.com



attention to detail,” Coop says. “He was also concerned with taking care of the customers. You can talk to people about buying a bobtail and building that bobtail, but [we] better make sure [we’re] taking care of it all the way down the road.”

JARCO manufactures about 100 trucks per year, totaling about 5,000 in its history, with a concentration on North America, Coop notes. Its customer base is a mix of major propane retailers, mid-size companies and independents, with a recent trend toward the independent marketers.

As Coop approaches her five-year anniversary as owner and president, she acknowledges that the time away from her grandchildren has been diffi-

cult. But Coop says she has discovered something “incredibly valuable.”

“I have met people in the industry who have been generous with their time; they’ve reached out in so many ways that have made all the difference,” she says, also praising her employees. “Business is always about the people.” **LPG**