

Pony pundits have 'bettor' shot

By DON MOON
of our staff

At the best of times, betting on horse races is a gamble.

But according to Bert Delaney, an organizer of the spring pari-mutuel horse races which go tomorrow to Monday in conjunction with Grande Prairie's Stompede chuckwagon races, the off-the-street wagerer has a better chance of being a winner here than he would if he played the ponies in a place like Calgary or Edmonton.

"The average person who wants to bet has a better chance of winning here than at a larger track," Delaney said. "At a larger place there are always a lot of avid followers who study up on the horses and it cuts down the odds. Here there are very few people who do that."

Most of the horses competing in the 32 races, eight per day over the three days, have raced very little this year, making it difficult for anyone to rate them.

There are performance records listed in the program but in most cases those are accounts of how the horse did in 1977.

A few people who know the horses personally may have a bit of an edge but for the most part everyone is in the same boat — you place your bet and you take your chances.

BETTING SIMPLE

"A lot of people are scared to bet because they don't understand it," Delaney said. "It's very simple. The rules are stated in the program and the pari-mutuel booth has a window where you can get information on how to bet."

When placing a bet, a bettor can bet on his horse to win (he must place first), to place (the horse must place first or second), or he can bet on a quinella (he bets on two horses and they both must finish first or second) or the exactor (he picks the first and second place horses correctly).

He can purchase an unlimited number of either \$2 or \$5 tickets.

"A lot of people think they're getting ripped off but a lot of the money goes back to them," Delaney said. "It just goes back to a different person."

Most of the horses competing come from Alberta but entries are expected from as far away as Williams Lake



Bert Delaney holds Nasmyth while owner Garry Wendland works on a shoe.

and Prince George.

GOOD FIELD

Delaney says about 240 horses are entered in the flat races. That means few horses will be running more than once which could make for some very competitive racing because all the animals will be well rested.

When an owner enters his horse he picks the race that will be most suitable to it. The

race secretary then sets up the races he or she thinks will be most competitive and then post positions are drawn out of a hat.

If there are more than eight entries the overflow is moved to another race.

There will be nine feature races with an added purse of \$200 and approximately \$17,000 in prize money being offered over the four days.

"This year we hope to reach \$100,000 in bets placed," Delaney said.

The current record is \$109,490 for the seven-day County Fair races last year. The most productive day was when \$25,625 was bet on Aug.

2, 1977, while the largest single payout was \$432 on a \$2 exactor bet July 31, 1977.

The races, which feature quarter horses and thoroughbreds, will vary in length with the shortest being 240 yards and the longest about 1 1/8 miles.

Improvements at the track include 100 sheets of new plywood fencing and a new paddock.

"They're working on the track now," he said. "We feel with the moisture we've had and the work that is going on it should be in great shape by race time."

Race time each day is 7 p.m. while post time is 7:15 p.m.

The Daily Herald-Tribune
Grande Prairie, Alberta, Canada

• Thu, May 25, 1978 Page 8

Do we love those pari-mutuel races? You bet!!

By DON MOON
of our staff

Anyone wondering if the Grande Prairie area is a prosperous one doesn't have to venture out into the country and count the oil derricks.

All they have to do is trot on up to the Grande Prairie county fairgrounds and check the number of pari-mutuel betting stubs laying on the ground.

Last night they were ankle deep. By the time the annual spring race meet is completed tomorrow discarded stubs might reach the knees of a short person.

After three days of racing local bettors have spent more money than they ever have.

Opening day Friday they handed over \$26,453 in cash, passing the 1979 mark of \$20,172 easily. Yesterday they opened their wallets to the tune of \$32,048, which was considerable better than 1979's third-day total of \$28,802.

DAY TAKE TOPS \$38,000

Saturday, however, was even better (or better, if you like). That day's take was \$38,452, beating the previous all-time single-day high of \$31,344, set last year.

A single-race record of \$5,654 was also set on Saturday. That total is almost \$1,000 higher than the old record of \$4,704. Altogether six races exceeded the old single-race record.

Over the three days \$96,953 was wagered and with two days, today and tomorrow, still to go, organizers expect to break the present five-day record of \$133,000.

Local bettors, even if they didn't win, can take some pride in the fact that they have now made Grande Prairie number one on the B circuit in Alberta for amount of money spent over a nine-race card.

So far this year bettors have been averaging \$3,728 per race which is over \$300 more than the \$3,408 they averaged last year.

Mutuel manager Rusty Crysdale attributes a good portion of the increased betting on the economy of the Grande Prairie area, but that's not the only reason.

RACING QUALITY IMPROVED

"The quality of racing has improved and we've got a new and expanded program," Crysdale said. "The races have been tight, they've been very good. The race secretary has done a very good job on rating the races. We've also got some jockeys that have been working out well."

The Canada West Turf Association betmobile also has a new paint job and there are two new computers to help speed things along, which also adds to the entire pari-mutuel program.

One place Crysdale does admit they slipped up was when they put name tags, including first and last names, on the girls at the betting windows.

Several of the girls received some not-so-nice phone calls when they got home after Friday's races.

"Needless to say the girls are not wearing name tags now," Crysdale said.

Over the three days there were no real large payouts but Crysdale expects the betting to, overall, be up about 15 per cent this year.

FULL CARD TODAY

"Today there's a good full card, it's an excellent racing card," he said. "I would think we should have a good response."

So far on the CWTA circuit betting is up 30 per cent this year. Crysdale expects the betting to top the \$1,500,000 mark this year over 99 days of racing. In 1979 \$1,221,590 was spent in 51 racing days.

Of that \$1,221,590 a total of \$146,590.80 went to small tracks. At the spring meet last year the Grande Prairie Racing Association made \$13,832.40 and the County Fair meet in August brought in another \$15,987.36 to the GPRA's coffers.

Needless to say, GPRA president Bert Delaney is more than a little excited about the prospects of topping the \$133,000 mark over the next few days.

"I'm extremely happy with the crowd and the betting," Delaney said. "We got a lot of new people that had never been here to bet before. There were some good close races. I think our standard of horses are better this year."

TRACK GETTING FASTER

Something else that also got better was the track. After a week of rain it was a tad muddy on Friday but got better as the meet progressed. According to Delaney, "it should keep getting faster."

Prior to the start of the meet, organizers were worried that all the rain might either force the cancellation of the meet or have an adverse effect on the crowds.

The unpredictable weather, in fact, may have been a blessing in disguise. Instead of going out to the lake, river, fishing, camping or whatever, a lot of people stayed in town this weekend.

"The wet weather also sent the farmers to town," Delaney said. "I look for a \$40,000 total today, I really think we will make it."

ATTENDANCE OVER 2,500

Friday the attendance was 609, Saturday it was 894 and yesterday it was around 1,000. No official total could be released because it was ladies' day and all ladies got in free.

Friday's first feature race, a seven furlongs event sponsored by Terel Electric, was won by Summit Hier owned by Murray Sutherland and ridden by Kelly Rycroft. The sixth race Friday was a five furlongs feature race sponsored by Tilden Rent-A-Car and won by Pire Agate, owned by P. A. Sinclair and ridden by Hector Garcia.

Luv With Ease, ridden by Scott Woodley, won the West Country Products sponsored 250 yard second race Saturday while Devil's Wing, with Howie Solberg up, took the Bob's Farm Service sponsored feature seventh race.

There were three featured races in a row last night. The first, sponsored by Spot Realty, was won by Boot King with jockey Barry Hope doing the whipping. The five furlongs seventh, sponsored by Northern Metalic, was won by Master Streaker, with Morley Schamehorn doing the steering. Last night's eighth race was called the Grande Prairie Derby. It was sponsored by Shannon's and won by Flag Of Fun with Jim Roebuck in the saddle.

Only one horse was lost in a claiming race. Rishalee, claimed in the seventh race yesterday, is now no longer the property of Art Small. The horse was claimed for \$1,750.

The gymkhana, held yesterday, was won by first-year peewee rider Bill Smith who finished with eight points. Thirty-five riders from Grande Prairie, LaGlace and Eaglesham took part.

Tonight's racing begins at 6:30 p.m. There are nine races on tonight's card.

Results from yesterday's races are in today's Sports Clean-up.

The Daily Herald-Tribune

Grande Prairie, Alberta, Canada • Mon, Jun 2,

Continue

CONTIUED FROM PREVIOUS PAGE



And they're off! This action was during one of yesterday's races.

Staff Photo by Jeff Harris

The Daily Herald-Tribune
[Grande Prairie, Alberta, Canada • Mon, Jun 2, 1980](#) Page 8

Agricultural society turns it around

BY RICK CHARLTON
of our staff

A new-look organization, a few promotions and first class facilities will ensure a fast recovery for the financially-strapped Grande Prairie Agricultural Society, says its president, Bert Delaney.

"We're not down and out by any means," said Mr. Delaney, elected to his position earlier this month. "We have \$5½ million in fixed assets, although we still owe \$145,000. But that's not insurmountable.

"We expect to have things turned around so that we are in a money-making position again within six months," he said.

The society had been hit hard by a depressed land market, a disastrous summer fair and its own administrative problems.

Mr. Delaney said his organization had expected to receive a better price for the old fairgrounds, but economic conditions forced the price down.

Still another problem came in the form of a summer downpour which rained out three of the four fair days — the main money-making event of the year.

Faced with a pressing debt load, and ineffective control of its purse strings, a major shakeup occurred in the way the society does business.

"We really have felt an improvement," said Mr. Delaney. "We can call an executive meeting really quick if we have to look over some financial problem — instead of waiting a month to get the 20 or so members we needed for a quorum before."

The day-to-day operation is now run by a small executive.

An auction, set for Dec. 12 at the fairgrounds site south of the city, is one of the many fund-raising ideas the society is considering.

Mr. Delaney said he hopes the auction, which is comprised entirely of donated items, will raise \$10,000.

Items already donated range from calves and pigs to five truckloads of gravel and a cab heater for a tractor.

Other items include 20 round bales, a lamb, grain, a wooden-wheel wagon and 10 cases of pop. A secondary sale will see the stud services of 23 stallions, all donated, auctioned off.

The society is also considering holding a sports day, a winter frolic and a dance in conjunction with the loggers association.

"I feel once we get all our facilities into total use, we'll have a place that can be used by every type of organization in the country," said Mr. Delaney. "Once we get our bad debts out of the way, and become competitively priced, we'll have a real fun place where everyone can go."

The Daily Herald-Tribune

[Grande Prairie, Alberta, Canada • Tue, Nov 30, 1982](#) Page 1

Diversity key:

Two sides to business help it thrive...

By ELAINE DOGHERTY
of our staff

West Country Products is his business and horses his weakness, says Bert Delaney.

The long-time Grande Prairie resident divides his time between his thriving agriculture and building supply company, his 18 race horses at West Country Stables, his duties as president of the Grande Prairie County Agricultural Society, and his family.

"I think the main reason for the success of the business is our diversity of materials and services," said Mr. Delaney.

"I guess we have an unusual combination of products here with our main lines being building supplies and agricultural products.

"Certainly we have noticed a slowdown, but it hasn't meant an extreme hardship on us. If one part of the business slows down it doesn't put us under."

Mr. Delaney said he began the company at the right time which meant three or four years of excellent business to get a foothold in the market. West Country

Products opened its doors in 1977 when Grande Prairie was beginning its rapid growth period.

"It would be impossible to start this business today," he added.

The store owner also credits his success in part to the dedication of his staff and to his long-time involvement with agricultural supplies in the area.

"The fact that I've been in the local area for 20 years and I've known my customers and suppliers has definitely helped."

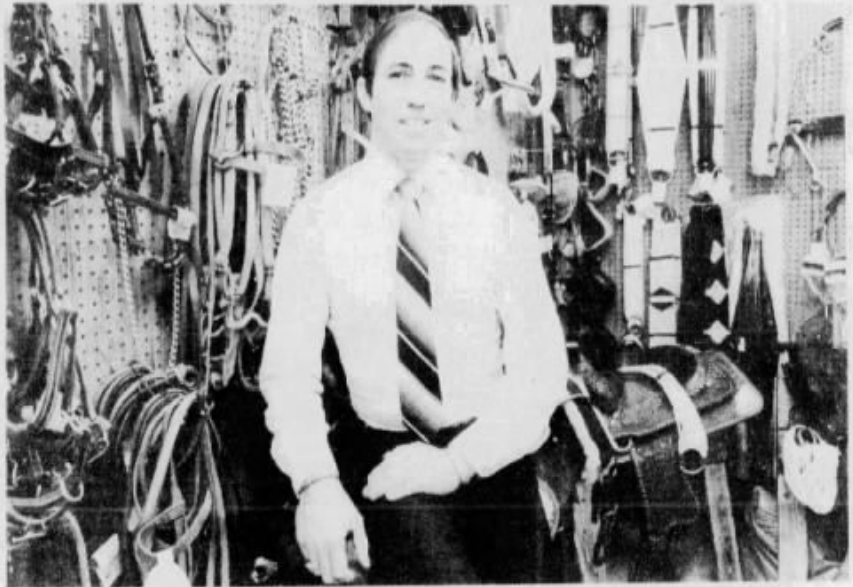
BUSINESS CHANGED

Not only have the products changed over the years but the whole business has changed, Mr. Delaney said.

"It's more complicated and costly to run now. There used to be a time when a customer would come in and want something and we'd order it in. Now you have to have that product in the yard. People don't want to wait for orders anymore."

Born and raised in Sexsmith, Mr. Delaney graduated from Sexsmith High School in 1963 and went to work for United Farmers of Alberta (UFA) farm supp-

At The Helm



Bert Delaney — a very busy man...

ly in Grande Prairie where he worked for two years. From there he did a stint in Red Deer as assistant manager of the UFA outlet there.

He then moved to Provost to open a new store and came back to Grande Prairie in 1968 to manage the UFA farm supply outlet here until he opened his own operation in 1977.

Mr. Delaney began the store with a partner, Don Moylan, whom he bought out in 1979.

"When we started we were strictly in merchandising counter sales," Mr. Delaney said. "We've expanded now and offer services as well. We construct and deliver grain bins for instance.

"We also sell residential and industrial fencing and do a large business in farm buildings which we set up and turn over completed."

West Country Products also supplies fuel and water tanks to the oil industry.

COMPLETE RENOVATION

The store, at 130 Ave. and 99 St., has recently undergone a complete

renovation with 1,000 square feet of store and office space added.

"We've always got plans for expansion. We're looking at purchasing some more land now," Mr. Delaney said.

He now has 10 employees, including his wife Dianne who heads the office administration part of the company. "In a month from now we'll have 20 employees. Summer, well right up to Dec. 1, is always busy for us."

Summer also means horse racing to the Delaney family who all get involved, including son Layne, 14, and daughter Lana, 11.

The Delaney's race their 18 thoroughbreds and quarter horses on the Alberta circuit, including Grande Prairie. "I wouldn't do it for the money that's for sure," said Mr. Delaney. "On a good year you can break even — we do it because we really enjoy it."

The family raises and trains the horses at their farm four miles east of the Four Mile Corner.

Mr. Delaney is a director

of the Canada West Turf Association and has been involved with the Grande Prairie Racing Association for 10 years. He is currently past-president of that organization.

He has also served as a director or president of the Sexsmith Curling Club for 10 years, only recently retiring to devote more time to his business and family.

Fair rated a success

By MARG SMART
of our staff

The Grande Prairie County Fair has finally set an attendance mark.

It's not the stuff of which records are made but 20,000 people thronged to Evergreen Park over the three-day event ending last night, and that's better than the handful (about 8,000) who only managed one day of last year's rained-out affair.

With the 33rd annual County Fair/Western Frontier Days wrapping

up last night, total weekend has been rated as a top success.

"As a total sum-up the four days (including a Saturday-night grandstand show) went very well," Grande Prairie County Agricultural Society president Bert Delaney said today.

Brian Nash, who is in charge of gate attendance, said the final day saw about 3,500 people pass through the Evergreen Park gate — bringing the total attendance to approximately 20,000.

The record overall attendance is 38,000, set in 1975 when the fair ran three days. No single-day attendance records were broken this year.

WENT WELL

"I think it went fairly well," Mr. Delaney said of yesterday's attendance. "We weren't expecting a large crowd because all the exhibits were already judged. . ."

The first day of the fair — which started up Saturday evening — drew

2,000 fairgoers; Sunday events attracted 6,500 with 8,000 passing through the gates Monday.

Mr. Delaney said there were a number of records broken during the grandstand events — which included a modified tractor pull, sulky races, thoroughbred, quarter horse and pony chariot races, chuckwagon races and the heavy horse pull — but the results are not yet available.

The hail which dropped on the city yesterday did not affect the grandstand events very much at all.

"It only rained for 15 minutes. . . I don't think we lost any crowd," Mr. Delaney said.

GOOD EXHIBITS

Hundreds of exhibits were entered in the fair this year.

"All the exhibits and entries were really great," Mr. Delaney said. "We had more exhibits and entries than ever in history."

He said there were also bigger crowds passing through to see the exhibits and entries.

Although there were delays in setting up the midway and some rides and shows were arriving throughout the weekend, Mr. Delaney feels it was still successful.

"Actually I didn't think it was that bad in the end.

"The midway they did have was busy — I know the money we made was more than we've had in a long time."

RESULTS FEW

The results of the grandstand events, exhibits and raffle draws should be available tomorrow. City resident Wrennie Refshauge won the 1952 MG-TD Replicar raffled by the Grande Prairie Symphony Orchestra Society on Monday. Norma Roberts of Peace River won the Kinsmen raffle for a \$10,500 Ford Escort.

A draw for \$25,000 by the Five-Mile Agricultural Society will be held today at 3 p.m. in the Towne Centre Mall.

This is the third year the fair has been a four-day event. Prior to 1981 it was three days. Last year, with the rain which resulted in major flooding in the city and district, it was held to opening day with a few hardy souls in attendance on the soggy second day before the fair was cancelled.

The Daily Herald-Tribune

Grande Prairie, Alberta, Canada • Wed, Aug 3, 1983 Page 1

Delaney opens new building

West Country now under bigger roof



Bert Delaney shows off his new store

By LEIF SOLLID
Herald-Tribune staff

For a man who just closed his two city stores, Bert Delaney is hardly upset. But then again, why should he be?

Yesterday, Delaney celebrated the completion of an 18-month, \$2.5 million project with the grand opening of his new store – West Country Farm and Home Centre.

The shiny 16,000 square foot wood and steel structure on Clairmont Rd. north has consolidated, under one roof, Delaney's two previous stores – West Country Lumber and Agri Sales, and West Country Home All Building Centre.

For the 25-year veteran of the building supply business, the move to one store has long been a foregone conclusion.

"There really is no place left for the small retail yard for building supplies and hardware products," said the Sexsmith native, who has owned West Country in Grande Prairie for the past 11 years.

Smaller stores are no longer viable because they cannot buy in large enough volume to beat the ever decreasing profit margin, he explained.

"The larger you are the better you buy. Better volume of course should mean a better sales price."

By consolidating, Delaney expects to lower overhead and improve efficiency, with the end result being a much more manageable operation.

"It is a much more efficient operation and we feel our new location is ideal," he said during an interview in his comfortable but uncluttered office.

In addition to doubling the retail floor space, the new store also boasts 4.5 acres of building space, more parking and the high traffic volume of Clairmont Rd.

"We are twice as big as both stores put together."

The larger area has allowed Delaney to expand his inventory. Estimated at \$1.2 million, West Country offers a complete line of electrical, plumbing, heating and building supplies; it also has hardware, and both hand and power tools – everything from finishing nails to horse trailers.

Construction on the store began May 15 and was only recently completed.

Delaney does not deny he has been through some lean years brought on by the recession – years in which he witnessed the failure of nine of his competitors. But he maintains an optimistic outlook.

"I trust that I am a survivor of the bad times and hope that we can continue to thrive and be successful in our new location."

Environmental advances at West Country

The Grande Prairie entrepreneur, Bert Delaney, took over as agent for the Grande Prairie UFA Petroleum outlet last November. While the major part of his business is bulk deliveries of diesel fuel and gasoline, he is committed to letting people know that not only farmers can buy from the north-end petroleum dealer.

The Grande Prairie agency is one of two UFA locations in Alberta that will soon be introducing ethanol-blended gasoline. As an additional product, the company will begin handling bulk and retail ethanol by late April, adding a 10 per cent blend to its gasoline.

"Priced the same as regular unleaded gasoline, the clean burning fuel will reduce pollution emissions by 30 per cent and give buyers a better fuel octane rating," says Delaney.

The company will be shipping ethanol from Montana until next September when they will be able to get its supply from a plant in Saskatchewan.

"We certainly hope in the near future our local ethanol plant will be available for supply," says Delaney of the proposed Teepee Creek plant.

West Country Petroleum is a family-style business that believes strongly in personal service. "Our

business doesn't have to shut down at six o'clock. We can deal with customers needs or problems at any time of the day," says Delaney.

In May, the local UFA agent will have cardlock service of marked pumps to sell gasoline and diesel farm fuel. The company now offers retail self-serve pumps and a cardlock system at both the main plant in the north end and their location just south of the Golden Inn. They also have the Wembley Service Centre supplying products for that area.

As well as selling a full line of oils, greases and antifreezes, UFA also accepts used oil for recycling. "You don't have to be a customer to drop off (used) oil," says Delaney.

West Country Petroleum is the direct agent for Westeel Agri Products. It sells fuel tanks, pumps and accessories throughout northern Alberta.

Delaney is enjoying the change from the hardware and building supplies business he developed over the last 15 years, which started as West Country Products and sold in 1992 to the Home Hardware group. He stayed handling farm products until November when he was granted the UFA agency in Grande Prairie.

"It's a very different product line,

and the marketing is different than in building supplies, but many of the customers are the same," says Delaney.

After spending nearly 30 years in an office-type environment, Delaney is enjoying the chance to get out of the office and work directly with his customers.

"If I had known I would enjoy it this much, I might have broken from the office routine long ago," he says. "Rob, Brenda, Layne, Cathy, Dianne and I," says Bert, "would like to remind you that our coffee is always on and we would certainly like to be of service to you in the future."



WEST COUNTRY UFA Petroleum agent Bert Delaney.



United Farmers of Alberta
Co-operative Limited

West Country Petroleum

**1993
Special...**
Have your fuel
tank painted by
West Country
Petroleum
FREE!



**SEE US FOR
FUEL, OIL & PROPANE**

**WE ARE THE DIRECT AGENTS FOR WESTEEL
TANKS, PUMPS & ACCESSORIES**

**Coming
this Spring...**

Cardlock pumps of
marked diesel, marked
gasoline, and retail
ethanol blended
gasoline!

Your UFA Petroleum agent in Grande Prairie.

9724-132 Avenue **532-2050**

The Daily Herald-Tribune

Grande Prairie, Alberta, Canada • Thu, Mar 18, 1993 Page 23

In appreciation of the last 35 years...



Bert Delaney
Agent



Dianne Delaney
Agent's Helper



Layne Delaney
Assistant Agent



Cathy Delaney
Sales & Promotions



McKenzie Delaney
Display Organizer



Brad Paetkow
West End Cardlock



Levola Sedore
Administration



Lori Fevang
Retail Sales



Brian Toews
Delivery Driver



Aaron Halwa
Delivery Driver

United Farmers of Alberta agent Bert Delaney with his family and staff are inviting one and all to attend the grand opening of their new UFA petroleum outlet located at 13705-100 St., in Grande Prairie.

"We're going to have our grand opening on Friday . . . lucky Friday the 13th," chuckles Delaney. The day will certainly be lucky for someone because at 5 p.m. a draw will be made and the winning ticket holder will be given a 1986 four-wheel drive Ford Bronco truck!

"All anyone has to do is simply attend the grand opening," explains Delaney. "Everyone who shows up will get one draw ticket to put their name and phone number on. They don't even have to be in attendance when we do the draw."

"Whether people buy something or not isn't important," he added. "We just want the opportunity to say 'thank you' to the many people who have supported our business endeavors throughout the last 35 years - and those who will be there in the future."

To ward off the autumn chill, visitors are being offered biscuits and a bowl of stew with coffee or pop. Numerous door prizes will be drawn every half hour on Friday, and door crasher specials will continue (while supplies last) through to Saturday. And from the time the doors are opened Friday morning until they close that evening, every purchase made - a pack of gum or a tank fill - will receive a free twin-pack box of Old Dutch potato chips.

Delaney delayed having a grand opening until the new site was fully organized and settled. "We actually moved here from our old site (9724-132 Ave.) on June 19," he recalls. "And it took awhile to get reorganized - to become accustomed to our new equipment and computer system." Smiling, he added, "This is a massive cardlock operation!"

The new Grande Prairie site is the largest UFA cardlock operation in Alberta with three or four fuel pumps on each of the nine pump islands. As an added convenience, the cardlock also has satellite pumps for clear and dyed diesel.

"With a truck that has two tanks, the driver can start filling the driver's side and then walk around to the passenger's side and turn on a second satellite pump," Delaney explains. "And it all totals up on the one master pump."

Open 24 hours a day, seven days a week, the cardlock outlet has a contact phone number available at the pumps for bulk delivery, cardlock problems or lubricant product needs. The retail petroleum and convenience store is open from 7 a.m. to 6 p.m. five days a week, and from 7:30 a.m. to 4 p.m. on Saturday.

Aside from its retail pump island, convenience store and cardlock operation, the UFA petroleum site also deals in bulk delivery sales. "We have three tandem trucks that we use for hauling fuel to the farm trade, construction industry and oil rigs. We also haul fuel to the City of Grande Prairie, the County of Grande Prairie and the MD of Greenview which includes Grovedale and the outlying area toward Ridgevalley. And we supply fuel for the Peace

Wapiti school buses."

In an effort to provide even quicker bulk service, the new facility has a loading dock that can load fuel on two tandem trucks at the same time. To maintain a large bulk storage capacity, Delaney receives three eight-axle truck loads of petroleum (about 150,000 litres of gas and diesel) daily.

"In this day and age, it's sometimes hard to get enough petroleum - especially diesel," he explains. "And we don't want our inventory to drop."

Combined, the main UFA diesel and gas storage tanks hold one million litres of fuel. Propane storage is 9,000 litres.

"We have one thing that's very unique at this location - a computerized fuel gauge system. This system can tell, within a litre, what's in each tank at any second of any day. And because we're putting as much through as we do, we need to know when our tanks start to drop, so we can order timely and to be able to balance our inventory properly."

He added, "As far as volume goes, we're running about a 15 per cent basic monthly increase over what we were at the old site."

Following the same pattern as with the old site, the new outlet combines fuel sales with their cardlock location (another UFA outlet run by Delaney, at the city's westend, south of Costco) - effectively maintaining a single volume that has placed Delaney in the top sales agent position for the past six years.

"We're still very much a farmer organization, with many farm clients, but UFA has diversified throughout the years, and we now service a wide variety of industries including commercial trades and the local community." Although first and foremost an outlet for gas, diesel and propane, the new site stocks a complete line of UFA lubricant products (oil, grease and solvents) and handles a full line of Westeel fuel tanks (portable truck service tanks and farm storage tanks). "We also carry a complete line of Great Plains fuel pumps and parts."

The facility also provides extra customer service with its used oil and container depot.

Delaney emphasizes that this is a family run business, and he attributes its success to that simple fact.

"I certainly don't do this alone," he stated. "My wife, Dianne, is the financial controller and spends about two hours a day at this site. And although my son, Layne, has an assistant agent title, he basically manages things for me."

With a broad smile, Delaney shared, "I'm one of those guys I always say I'd never hire because all I ever do is talk on the phone."

"My daughter-in-law Cathy works here in a part-time sales & promotion capacity, and also manages our Westeel Tank operation." The family's Westeel Tank operation covers northern Alberta and British Columbia, as well as the Yukon.

Included in the business success are Delaney's employees: Brian Toews - Fuel Truck Driver, Aaron Halwa - Fuel Truck Driver, Levola Sedore - Sales & Administration, Lori Fevang - Retail Sales and Brad Paetkow - West End Cardlock.

Remembering Jim

Late horse was well known around the racing circuit

The hardest part of the horse racing game is dealing with the loss of a horse on the race track. Racehorses generally give a huge effort every time they run and injuries do occur sometimes they're fatal.

On July 6, an old campaigner named Win for Jim suffered what appeared to be a heart attack or aneurysm during a race at Evergreen Park and died. Win for Jim was well known around the B track circuit here in Alberta, as are his owners Bert and Dianne Delaney.

The Delaneys are long time Grande Prairie residents and are very active here in the Peace Country through business and through horses.

Although the loss was difficult for the Delaneys and their trainer Jim Meynard and his wife Jill, they were very proud of the 10 year-old gelding they ran for four years.

"I bought him in 1998 from a friend of mine from Trochu, Ken Anderson, for \$3,000," Bert said.

"He won 25 races from 80 starts, with eight of those being stakes wins and earned about \$68,000 during his career, 17 of those wins were for us."

In fact, the Delaneys and the Meynards had quite a run with the horse the backstretch called 'Old hippie Jim,' a



Brian Cook

AT THE POST

nickname he picked up because he always had a messy hairdo.

"He was a nice horse to be around, a real gentleman, had lots of personality, but he hated to have his forelock pulled," Jim Meynard explained.

The group ran the horse at Lethbridge, Grande Prairie and a few times at Edmonton and Calgary from \$2,500 claiming race to allowance and stake races.

Along the way, the son of Diplomatic Note set the track record for six furlongs at Lethbridge (1:09.2) last August, where he was also the champion horse of the 2001 fall meet and the 2000 Sprint Champion of the Year.

In Grande Prairie, he was the Sprint Series winner in 2001.

Jim Meynard had a special bond with Win For Jim.

"He was the first horse I ever lead over to the paddock as a trainer," he said, adding that he won the debut to boot. "We won five races two years



Submitted photo

Win For Jim (5) set the track record at Lethbridge last August.

in a row with him. He always gave you 110 percent every time out. The jocks all liked to ride him especially Peter McAleney, Rory Noel and Scott Sterr."

Delaney hopes people who witnessed Win For Jim's last race remember him for his racing career and not his untimely end.

"We want to advise the public not to remember the bad part when he died but to remember all the success he had during his long career. With 80 starts he stayed sound

and for a horse to run as hard as he did was outstanding."

Delaney also says that this type of injury doesn't happen often but noted that it could have happened in the pasture at home.

"He passed away doing what he loved to do."

Both the Delaneys and the Meynards said it would be impossible to replace Win for Jim's presence in the shed row.

Win for Jim was buried at the Delaneys' farm just outside Grande Prairie with a cross that was inscribed with the

words 'a true champion and friend'.

This weekend, the Grande Prairie Racing Association will hold a special race in honour of Win for Jim.

The Win for Jim Rocking Chair race is for thoroughbreds nine years of age or older.

A rocking chair will be presented to the owner of the winning horse. The purse for the race is \$2,600.

The Delaneys and the Meynards are sponsoring the race.

The Daily Herald-Tribune

Grande Prairie, Alberta, Canada • Wed, Jul 24, 2002 Page 14