

quality in the man who would improve things, but he is not a dreamer. He is a dealer in facts, not in theories. He is the type of man who always lights a fire with one match, and who would first see to it that his kindling was dry.

He is one of the most unselfish, public spirited men Eastern Ontario has ever had. Running a bank was only a side line. He was a pioneer in transforming Cornwall from a coal oil to an electrically lighted town, and spent his own money to do it. He was years ahead of his time when President of the Agricultural Society. As President of the Cornwall Board of Trade, his services to the mercantile, industrial, and business community were invaluable. As one of the Town's and Counties' representatives in Council, his work and advice have been established as of particular worth. He was one of those who organized the Canadian Patriotic Fund in these Counties, and was and still is its first Treasurer. Decades ago, he foresaw the increasing every day common use of the auto and motor truck, and advocated proper road construction for this transportation medium, and highway financing by the Province, the Counties, and the Municipalities. He was amongst the few, who about twenty-five years ago when the O. & N.Y. bridge here over the St. Lawrence was projected, felt and said provision should be made for vehicular traffic by it. That has not come about yet, but it will after a while. When others went to the seashore or the mountains or cities for a summer holiday, he acted as Quartermaster of the old 59th Regiment at Barriefield Training Camp near Kingston. He carries the rank of Major in our Canadian Militia.

The conceiving, organizing, upbuilding, and stabilizing the Cornwall Cheese Board, the history of which is related in this book, is but one of many permanently beneficial achievements for which the public is gratefully indebted to him and his associates. He was its first President, and, after about eighteen years in office, still holds that position. To his patience and shrewdness, his power of conciliation, and knowledge of business, the Board's great success is, in large measure, to be attributed. Beginning with nothing, the Board's sales have increased steadily until last year they amounted to over \$1,500,000.00. The stimulus the Board has given to the dairy industry is not at all to be measured in terms of the volume of cheese sales. Formerly, the farmer producing cheese was an effective educator in teaching the value of co-operation, and at the same time of improving the quality of the product and bringing all to a high standard. Huge in proportions as the cheese enterprise is, it is but one branch or department of the dairy business.

I believe Archibald Denny's greatest pleasure, outside of his own home, has been in rendering effective service to his fellows. Personally, he is modest and retiring to a degree, and, as the old song had it about the late Lord Roberts, " 'E does'nt advertise." He does his work, and then quietly stands in the background while others talk about what they had to do with it. He is too candid and outspoken to be a politician, and has too much mental independence to be a strict party man. But, in these days of changing moods, of social unrest, and unfixed and shifting conditions, and manufacturers associations, and labor unions, and farmers unions, and alliances of all sorts and types, he would have been an ideal people's representative.