

Copenhagen as a Business City

(Copyright, 1913, by Frank G. Carpenter.)

COPENHAGEN, Denmark, Sept. 28.—(Special Correspondence of The Bee.)—The capital of Denmark is one of the liveliest cities of northern Europe. It has about 500,000 people, the most of whom are as well dressed as any you will find on the continent. It has some magnificent buildings and the cleanest streets outside of Holland. Every man here has to see that the street and pavement in front of his house is kept clean. The asphalt is brushed several times every day, and a regiment of able-bodied paupers is always at work on the squares. These men wear black clothes and wooden shoes. Each carries a watering can and a huge broom and works away like a Dutch housewife.

Copenhagen is a good business city. It has fine stores, most of them so high above the streets that you have to go to the second story to get in. It has great warehouses and several large factories. It is noted for its breweries, especially those owned by the Jacobsens. These Jacobsens are the Astors or the Carnegies of Denmark. They have for years been the richest people of the country, the original Jacobsen having made a great fortune in beer.

The last Jacobsen before the present one had a son who was very wild. Instead of brewing barley the young man persisted in sowing oats of the kind called wild. At last his father disinherited him. The two did not speak as they passed by, and the young man and his family were left to go their own way. One day a little son of the young man saw his grandfather on the street. He came up to him and said:

"You are my grandpa, aren't you?"

"That I am," was the reply, and the old man took the baby to his heart. He accompanied him to his son's house, and there was a general reconciliation. Shortly after this he gave the son \$50,000 to use as he pleased. The son thereupon resolved to turn over a new leaf. He founded an opposition brewery and soon became as great as his father. At the latter's death he succeeded to the whole estate.

The Jacobsens believe in America and American machinery. They import American hops and Indian corn for their breweries, and they say our corn makes better beer than Danish barley. One of the young Jacobsens has recently visited Milwaukee to learn how to make beer.

I am told that many Danes are now sending their sons to our country to learn business methods. They consider us at the top in trading and manufacturing, and they are beginning to pattern after us in banking as well. It is only a year ago that three of the chief Danish bankers were sent to the United States to study its financial methods.

Our trade with Denmark is important. That country has close connections with all parts of Europe, but nevertheless we stand fourth in our exports to it. We send about \$20,000,000 worth of goods here every year. This is more than any other country, with the exception of Germany, Great Britain and Sweden and Norway.

Indeed Denmark is a better customer for us than Sweden or Norway. It has only about 2,500,000, or about one-third the population of Scandinavia; nevertheless it takes more goods than all Scandinavia.

Denmark cannot feed itself nor its stock. It has to go outside for such things, and it is especially fond of American corn and American flour. The corn comes in for the stock and the flour is made into bread for the people. At first the Danes imported the wheat and tried to grind it. They made a fair flour, but not as good as that shipped in from America. Then they imported our milling machinery and American millers to manage it, but for some reason or other the flour was a failure, and they had to give it up. It may be that the climate here is not as suited to milling as that of Minneapolis.

The Danes are buying our coarsened meal for cow feed. They say it makes good milk and good fertilizer and they like it. They have many of our agricultural machines, and also some electrical machinery of United States make. I see American shoes sold in the stores, and am told that this branch of trade might be materially increased, as the people consider our shoes the best in the world.

The farmers of Denmark work together better than any farmers of Europe. They have co-operation societies through which they buy their machinery and sell their products and also borrow such money as they need. There is one such association which ships nearly all the butter made in Denmark to London.

Indeed, Denmark is the dairy farm of London, and nearly all of its dairy work is by co-operation. The first co-operative dairy was begun in 1882. There are now more than 1,000 such dairies, which use annually almost 4,000,000,000 pounds of milk and make more than \$35,000,000 worth of butter. These dairies were erected and put into operation at a cost of about \$7,000,000, the cost of each dairy varying from \$2,000 to \$10,000. The stockholders are farmers, and they number about 150,000. In such dairies 130,000,000 pounds of butter are made annually.



THE FREE HARBOR OF COPENHAGEN.

This combination might be called a Butter trust. It is so, but the farmers are the stockholders and the money goes back to the people. Years ago they made their butter as we do, and the Danish butter commanded the lowest prices. Then these co-operative dairies were started on borrowed capital guaranteed by the farmers. Every man agreed to turn in all his milk to the company, and to let it handle the product. The result was that better butter was made and shipped to England and elsewhere. It at once began to make a reputation. It improved, and now it is the best butter in the market.

The companies buy feed in quantities and sell it out at reduced rates to their members, taking their pay out of the milk receipts. Machinery is bought in the same way, and the associations work generally for the good of their stockholders. Settlements are made weekly or monthly, the co-operative society holding back a certain amount of its receipts for a sinking fund to pay off its debts. It also puts a part of its surplus into a savings bank and loans it out to the members of the association at low rates of interest. Each man can borrow in proportion to the quantity of milk he supplies to the association.

The chicken raisers have also their combination. There are something like 35,000 Danish men and women who raise fowls who have joined together to get a good price for their eggs and chickens. They have their own egg collectors, who go from farm to farm and take eggs to the factories or packing houses, whence they are tested and shipped off to London and other markets.

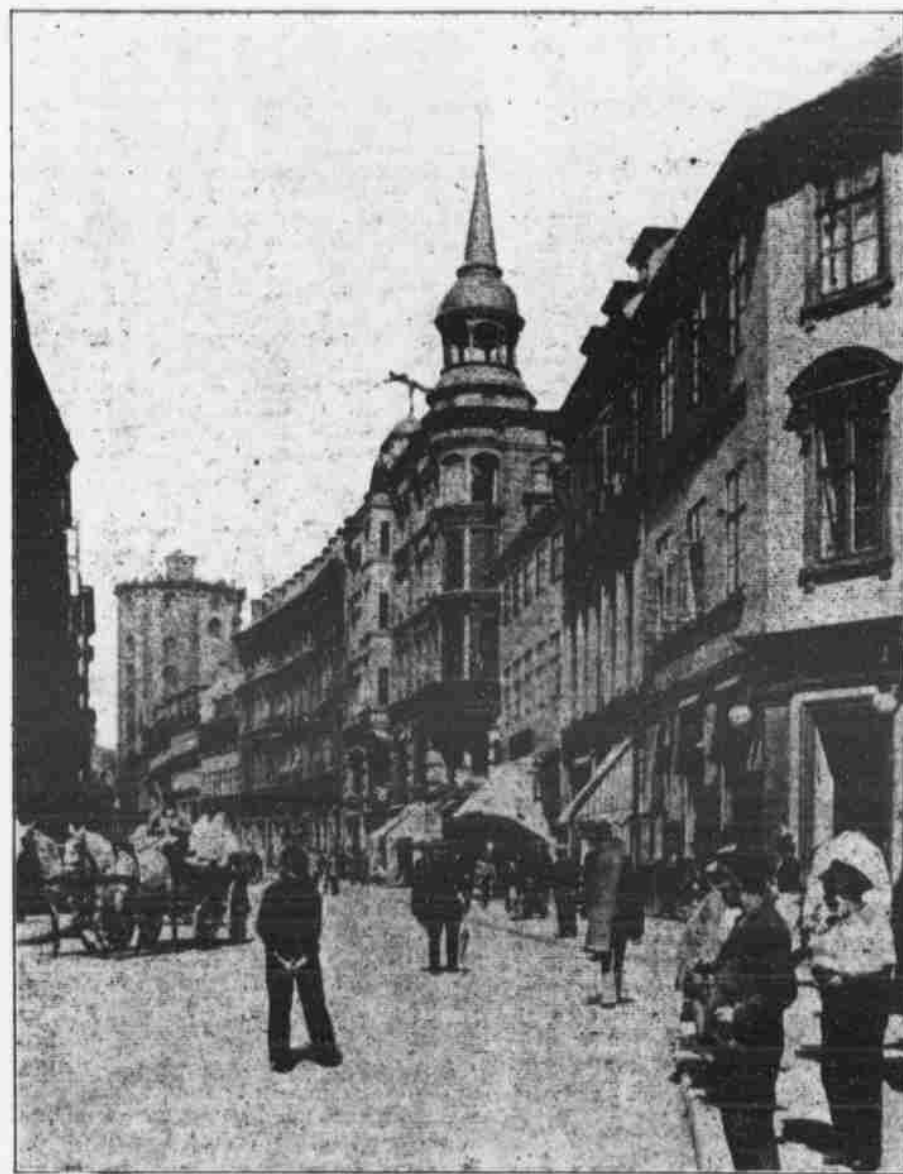
Every farmer is responsible for his own eggs. He has to stamp them with his initials, and if a bad egg is allowed to get in he is fined. As the eggs come into the packing house they are tested by being placed on a frame of netting, which is held over an electric light. The frame will accommodate sixty eggs. The light will shine through those which are good, but not through those that are the least bit bad. Every dark egg is taken out. Its sender is known by the initials upon it, and he is fined at the rate of 5 kroner, or \$1.25 for every bad egg. As a result there are few bad eggs in the Danish packing houses.

After this the eggs are sorted according to sizes. They are sold by weight rather than by the dozen, the packers guaranteeing so many pounds to the dozen up to a certain amount. If similar care could be used by our chicken raisers, our helpful hen would become more helpful than ever.

The Danes have also co-operative bacon associations. The men who raise hogs combine together to sell their product. They have their own ways of feeding and their pork brings a higher price than ours in the markets of Europe. The best hogs are produced by feeding them American corn until about three weeks before killing. During these three weeks they are fed on barley, skimmilk and buttermilk. Last year Denmark exported horses, cattle and pork to the value of \$25,000,000, and butter to the amount of \$35,000,000, so you see it does a big agricultural business.

Our consul here speaks highly of the Danes as customers. He says they know a good thing when they see it, and have the money to pay for it. He says the demand for American shoes is increasing and goes on as follows:

"Danish business men write their letters on American typewriters. They count their money on American cash registers; they



IN BUSINESS DENMARK.

like the American bicycle and are now buying American automobiles. In short American goods of every description, if reliable and up-to-date, will find a ready sale here."

Copenhagen is noted for its educational institutions, art galleries and museums. The Danes are about the best educated people of Europe. They have had a compulsory system of education since 1814, and one rarely finds a man or woman who cannot read and write. There are public schools and all sorts of technical school everywhere. There are schools for dairymen, schools for farmers, for beer-makers and for everything under the sun.

The Thorwaldsen museum is one of the finest in Europe and singularly enough it is devoted to the works of one sculptor. Thorwaldsen was educated at the Academy of Copenhagen and later on in Rome. He soon developed into a great sculptor, and as such did more work perhaps than any other of this kind. In this one museum there are eighty statues, 130 busts, three large friezes and 240 reliefs in marble. His works are of wonderful beauty, and they are famous all the world over. Among the objects is a model of the Swiss lion, which he carved out of the rock at Lucerne in memory of the Swiss guards' defense of the Tuilleries.

Another great man of Copenhagen was

Hans Christian Andersen, the writer of the fairy stories. There is a monument to him here in the heart of the city, on one side of the pedestal of which is engraved a picture from the "Ugly Duckling," and on another side a little child riding on the back of a stork.

Andersen was born in the little Danish town of Odense. His father was a shoemaker and his mother wanted to make her boy a tailor. Young Hans, however, had a bookish bent, and his ambition was to become famous by writing. He left home with \$5 in his pocket, and with that as a start worked his way through school in Copenhagen. He had some talent for singing and hoped to make a place for himself on the stage. He tried for one of the theaters of Copenhagen, but was rejected. His talent was brought to the notice of the king, and through him he was placed in an advanced school at public expense. Later on his poems and stories became noted, and during his latter years he received an annuity from the Danish government. The people here are very proud of him, and they tell many stories of his simplicity and kindness.

I came down the Kattogat on my way from Christiania to Copenhagen, passing Elsinore, where Shakespeare had laid the

(Continued on Page Sixteen.)