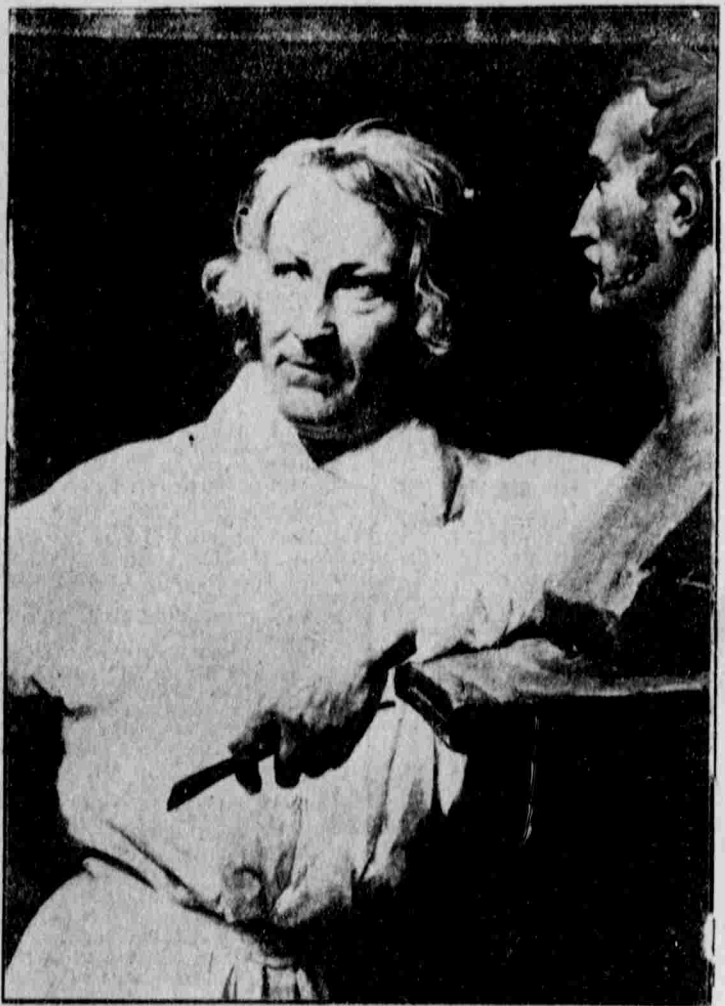


UNCLE SAM AND THE DANES

COPENHAGEN AS A BUSINESS CITY AND ITS CURIOUS FEATURES OF AMERICAN TRADE.



THORWALDSEN, THE GREAT DANISH SCULPTOR.

(Special Correspondence of the Desert News by Frank G. Carpenter.)

COPENHAGEN, Denmark.—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.

BUSINESS DENMARK.—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 Jacobsons. These Jacobsons are the Astors of the Carnegies of Denmark. They have for years been the richest people of the country, the original Jacobson having made a great fortune in beer.

The last Jacobson before the present one and 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 to each other, 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 a quarter of a million dollars 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 Jacobsons 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 Jacobsons has recently visited Milwaukee to learn how we make beer.

DANISH AMERICAN TRADE.

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 or so 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 there 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, although only about two and one-half millions, or about one-third the population of Scandinavia; nevertheless it takes more goods than all Scandinavia.

IT IS SPOON FEED.

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 machinery and sold it to 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.

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FARMERS' CO-OPERATIVE ASSOCIATIONS.

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

The company 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 1832. There are now more than 1,000 such dairies, which use annually almost 4,000,000 pounds of milk and make more than \$25,000,000 worth of butter. These dairies were erected and put into operation at a cost of about \$200,000 the cost of a dairy varying from \$2,000 to \$10,000. The stockholders are farmers, and their number about 150,000. In such dairies 150,000 pounds of butter are made annually.

DENMARK'S BUTTER TRUST.

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 butter. The company then made butter and sold it at reduced rates to their members, taking their pay out of the milk receipts. Machinery is bought in the same way, and the associations generally do all the business for the 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 debt. The rest of the surplus is put into a savings bank and loans it out to the members of the association at low rates of interest. Each man

The Best Educated People of Europe—Thorvaldsen and Hans Christian Andersen—How Danish Farmers Make Money—Their Butter Trust and Egg Society—Where Every Bad Egg Costs \$1.25—The Free Harbor of Copenhagen—A Beer Millionaire—Something About Danish Greenland—How the Government Protects Its Natives.

can borrow in proportion to the quantity of milk he supplies to the association.

DENMARK'S EGG SOCIETY.

The chicken raisers have also their combination. There are something like 25,000 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 collector, who goes from farm to farm and takes the 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 a electric light. The frame will accommodate the dozen up to a certain amount. If a bad egg is taken out, its sender is known by the initials upon it, and he is fined at the rate of five 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 a bad egg is taken out, its sender is known by the initials upon it, and he is fined at the rate of five kroner, or \$1.25 for every bad egg. As a result there are few bad eggs in the Danish packing houses.

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 others in the markets of Europe. The best hogs are produced by feeding them American corn until about three weeks before killing. They are then fed on a mixture of barley, skim milk, and buttermilk. Last year Denmark exported hogs, cattle and pork to the value of \$25,000,000, and but only to the value of \$25,000,000, so you see she does a big agricultural business.

WHAT WE SELL THE DANES.

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 like the American automobile. In short, American goods of every description, if reliable, and up to date, will find a ready sale here."

THE BEST EDUCATED PEOPLE OF EUROPE.

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 schools everywhere. There are schools for dairymen, schools for farmers, for beekeepers and for everything under the sun.

The Thorvaldsen museum is one of the finest in Europe and singularly enough it is devoted to the works of one sculptor. Thorvaldsen 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 his kind. In this one museum there are 80 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 soldiers' defense of the Tulleries.

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 stock.

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 here from the Danish government. The people here are very proud of him, and they tell many stories of his simplicity and kindness.

COPENHAGEN'S FREE HARBOR.

I came down the Kattegat on my way from Christiania to Copenhagen, passing Elsinore, where Shakespeare has laid the scenes of Hamlet. Copenhagen lies on the narrow strait leading from the Baltic sea out through the Kattegat and Skagerrak to the German ocean. It has a fine harbor, and this has made it one of the most important cities of northern Europe. It commands the straits, and has always been a great meeting place. Three years before Columbus discovered America Bishop Absalon built a castle here and lived off the trade. Since then the harbor has been widened and deepened, and is now one of the best in Europe. The city has established a free port at a cost of \$5,000,000, and there are two miles of

quays, at which the largest ocean steamers can land. Thirty-five thousand sailing vessels and steamers come in and go out of Copenhagen every year, and its trade extends to all parts of the world.

The Danes are noted as sailors. They command ships almost everywhere, and you will seldom strike a harbor without finding one or more Danish captains in charge of the larger vessels there. I drove out to the free port the other day. It has enormous cranes and all facilities for handling goods. I noticed several American products among the things loading and unloading. American cotton, petroleum and Indian corn were being taken out of vessels from New York, and also Minneapolis flour and Chicago pork. There were many steamers in the harbor, several from Russia, two from Norway and Sweden, three from England and an equal number from Germany. There were ships from the West Indies and South America and also one about starting out for Greenland.

THE DANES IN GREENLAND.

There is considerable trade between Greenland and Denmark. Greenland is to a large extent a Danish colony, and there are many Danes in Iceland and the Faroe Islands. The Greenland colonies are chiefly on the west coast, extending through about 12 degrees of latitude, or something like 500 miles. They have there also a mission and trading stations, and do a considerable export business.

The trade is largely in the hands of the Danish Royal Greenland company. It is monopolized by the state, and only government vessels are allowed to sail in Greenland waters. According to Denmark's treaties with us, the British and other people, these waters are closed to all vessels which have not the permission of the Danish government, and it is also necessary for travelers who wish to go to that part of the country to get such permission. Without a traveler has such permission he cannot enter, and this permission is not granted without the person who asks for it is backed by his own government.

This is done in order to protect the natives from unscrupulous traders. The government will not allow the natives to sell more than they can dispose with lest they be starved in the winter. They will not sell them intoxicating liquors and they are really doing what they can to elevate their condition. The exports from Denmark to Greenland are chiefly provisions, flour, dry goods, hardware, tools and implements. They send some tobacco, rope and wooden goods. Their imports are real oil, seal skins, bear and fox skins and eiderdown. About 30,000 seal skins are sent from that island to Denmark every year, and also of the polar bear and of the blue and white fox. The eiderdown is brought as it comes from the nests of the elder duck. It is here cleaned and prepared for the market.

FRANK G. CARPENTER.

HOW COL. BRYAN PROSPERS.

And Who Can Say that He Hasn't Earned All of It? Asks the New York Sun.

Lincoln, Neb.—Col. William Jennings Bryan has not yet earned the title of "Lincoln's richest citizen," but in the past three years he has made rapid strides toward that honor. After the election of 1896 he issued an address to his supporters in which he said:

"The Republican candidate has been heralded as the advance agent of prosperity. If this proves to be true, we will all share in that prosperity."

For once the colonel had the gift of accurate prophecy. He has prospered, and prospered very well.

Lincoln bankers hesitate about placing an estimate upon Col. Bryan's wealth. One said that he was easily worth a quarter of a million dollars. Another placed it at \$200,000.

In actual, visible property, less than \$75,000 is put to Col. Bryan's credit. Of this sum the home at Fairview represents possibly \$60,000.

The house, a large substantial brick structure of 22 rooms, stands on a large knoll, in the midst of the Bryan farm. The house was originally planned to cost \$20,000. It actually cost, after the usual modifications and changes, nearly twice that sum.

Mr. Bryan disposed of the downtown residence, which achieved considerable pictorial fame in his two campaigns, some months ago. He parted with it for \$5,500 cash to a banker.

The money was at once invested in a downtown lot, whereupon, in the near future, a building to house the Commoner will be erected. His other holdings in and about the city are valued at about \$7,500. His Commoner outfit was put upon the taxroll by himself as valued at \$8,000.

Mr. Bryan's first draft upon the fame he won as Democracy's standard bearer in 1896 was for \$10,000, the proceeds of his book "The First Battle." Half of this sum was invested in government bonds and the remainder went as a contribution to the silver cause.

Between 1896 and 1899 Mr. Bryan made a very large income by lecturing. He was able to command his own terms.

He never made any charge for the political speeches he made, but whenever an admittance fee was charged he accepted his share of the proceeds. The stories circulated in 1896 that he charged for the political addresses he made, arose from the fact that the national committee being without funds to pay for his special train, the various state and local committees were assessed by the speakers' bureau for expenses.

In January, 1901, Mr. Bryan began the publication of his weekly newspaper. It began with a circulation, fully paid, of 5,000. Last week the issue was 18,000. If the concern were capitalized on the basis of its net earnings at 6 per cent, it would be worth all the way from a quarter to a half million dollars. Local publishers estimate its net earnings all the way from \$20,000 to \$30,000 a year. The Commoner office no hint of the real clean-up is given.

Mr. Bryan was first elected to Congress he was earning scarcely \$3,000 a year as a lawyer. This was doing about as well as the average practitioner of his age here.

Mr. Bryan was not remarkable as an

nature attorney, he had not had time to leave any impression upon the bar of the state before he was whirled into politics. He was recognized as a very good jury lawyer, and the judges say they liked to listen to his arguments because of his lucid method of presentation.

He came to Lincoln from two terms in Congress with his practice somewhat demoralized, but in two years he had come to the point where he was a leading lawyer in the city and the state.

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