

HOW THE SWISS TRANSACT BUSINESS

GLIMPSSES OF ZURICH, THE BUSIEST CELL IN THE GREAT INDUSTRIAL BEEHIVE



THE TONHALLE IS A CHARACTERISTIC FEATURE.

ZURICH, Nov. 21.—(Special Correspondence.)—This is the busiest cell in the great industrial beehive of the Alps, and it is the best headquarters for the distribution of American goods. The chief of the American exporters to Switzerland have their agents here, and I find many of our goods for sale in the stores. Our typewriters, machine tools and agricultural implements are well represented, and one of the finest buildings of the town has large store rooms devoted to the sale of American office furniture, and especially Grand Rapids roll-top desks. You can buy Boston shoes at several places along Bahnhofstrasse, and I find Yankee notions for sale in the arcades, in the older parts of the town.

Zurich is the largest city of Switzerland. It has 170,000 people, and among them the richest of the country. It is the center of the silk industry, the site of the chief machine and iron works, and the great wholesale supply point.

The city is situated in Northern Switzerland, a couple of hours' ride from Basel, the head of the navigation of the Rhine, at a place where the railroads which give access to every part of Switzerland and the Alps meet. It lies on Lake Zurich, which is 55 miles long and 2½ miles wide. The Limmat River, which connects this lake with the Rhine, runs through it, cutting a beautiful valley, spotted with farms and vineyards. The town is in the heart of the Alps, and the Rigi and other famous mountains are in plain view from many parts of it.

A View From Mount Zurich.

I rode up Mount Zurich on the cable line this morning for a view of the city. Zurich lies at the north end of the lake, which stretches on almost as far as you can see, winding like a great river in and out among the hills. It extends some distance down on both sides the lake; it climbs the hills and you can see its smokestacks along the banks of the river, marking the sites of the silk, cotton and iron factories for which it is famous.

Zurich proper looks more like a city of residences than a commercial and manufacturing center. You see many churches and school and college buildings rising high above the ordinary houses. The streets are wide and the houses have beautiful gardens about them. In the older sections there are buildings with gabled roofs, out of which quaint dormer windows poke their heads. The Limmat is lined with such structures. They wall its banks and at one place across the rushing river, being erected on piles so that the water flows on beneath. There is an acre or so of such houses. In other places the buildings have arcades or cloisters on the

ground floor facing the street, with stores behind them, so that you walk in the shade, the roof of the street being the floor above. This is the old Swiss form of building, and you find it to an even greater degree in Bern.

Swiss Flats.

I have spent much time in driving about the newer parts of Zurich. The craze for flats or apartments is quite as great here, as in the United States, and new apartment houses are going up everywhere. Indeed, the flat system is now common all over Europe. It has been in vogue in France and Germany for more than a generation, but it is now pushing its way into England, Scandinavia and Switzerland. Geneva is a city of flats, although it has some beautiful villas. In Bern there are stores on the ground floors with apartments above, even in the older sections of the city, and Zurich is fast becoming all flats. Many of the new houses are apartment houses pure and simple. Others are apartments and stores combined. There seems to be no fixed rule as to business locations, as in other cities. You find a big wholesale establishment way off at one side surrounded by residences and you have often to hunt for the stores that you want. The people are very conservative. They stick to the merchants with whom they are accustomed to deal, and for this reason it will pay well to cultivate them as to American trade.

Public Concert Halls.

In a ride with Consul Lieberknecht one afternoon we rode by the Zurich Tonhalle and other characteristic buildings. The Tonhalle is one of the features of almost every Swiss city. It is a public amusement building, containing a good restaurant, a theater and a concert-room. It was built with private funds, and is owned by a private company, but the city gives \$4000 a year to its support. The people feel that they get more than this out of it in having cheap music and a good amusement place for themselves and their traveling public. There are beautiful casinos at Geneva and Lucerne, with reading, concert and ballrooms, restaurant, theaters and gardens. You can go into the gardens free and listen to the concert which is held daily at 4 P. M.

Department Stores in Europe.

I find that the department stores are slowly but surely making their way into Europe. Paris has had them for many years, but the other cities are just beginning to adopt them, and I find several here in Switzerland. There is one in the heart of the city which looks as though it might have been lifted up out of an American downtown and dropped into the Alps. Its walls are of iron and glass, and it is

were compelled to change the name to the Helvetia, although they did not alter the make of the machine. This makes me think of a revolver I saw in South America which was the exact copy of a well-known American make. It was manufactured by the Germans and bore upon its side the legend, "Smith & Wesson cartridges must be used with this revolver." The "Smith & Wesson" were in large letters and the remainder in small, so that the South American who could only read Spanish and could make out nothing but these words thought he was buying a genuine American gun, whereas he got a cheap and nasty German imitation.

Cleaner Than Holland.

I came near being arrested today. I was coming from the bank with my mail and had just torn open a letter from the editor of this newspaper and thrown the envelope on the street. A policeman came up to me and eyed me sternly as he pointed to it. I blushed red and at once picked it up, for I had heard that it was against the law to throw waste paper on the street. You can't even throw it into the river or canals without being liable to arrest, and the laws are rigid as to city cleanliness. All the people are expected to keep the streets clean in front of their houses, and the police help them. The result is that Zurich looks like a Dutch kitchen and the whole town is spick and span. The streets are well kept and are relaid whenever they show signs of going into ruts.

What Swiss Working People Get.

Some of the Swiss roads are paved with cobbles. I went over such a one this afternoon which the laborers were repairing. There were perhaps a dozen men at work laying the stones, and it seemed to me that they did it in a most leisurely way. Each mason had a milking stool to sit on as he worked, and I photographed one in the act. He was pleased to have his picture taken, and I fell into conversation with him. He told me that his wages were 8 cents an hour and that he usually made 80 cents for his day of 10 hours.

In coming back on the street-car I asked the conductor what he was paid, and found that he got the same as the mason—80 cents—but that his day was 12 hours instead of 10. Car employees who have been long with the company sometimes receive as much as 90 and 95 cents a day, but there are very few who reach as high as \$1 for a day of 12 hours. The normal Swiss working day is 11 hours, and wages range from 50 cents upward. There are many hands in the silk factories who do not get more than this and some who get less. The wages are low in the embroidery mills and also in those weaving cotton, although in the latter much of the work is done by piece, and skilled employees make what are here considered fair wages.

Laborers' Organizations.

And still the workmen in Switzerland have their organizations. There are workmen's societies nearly everywhere. The Government has passed factory laws, and a few years ago it was found that there were 5000 factories under these laws; they employed 300,000 men. Many of the cantons have their own labor regulations. In some there are labor bureaus and technical schools. The workmen combine to get together to further their own interests, and they have succeeded in getting legislation by appealing to the Swiss Congress. As it is now the railway companies are liable to damage from men seriously hurt while in their employ, and if a man is injured in a factory the owner of the factory can be



THE SWISS WOMEN MANAGE THE MARKETS.

made to pay as much as six times the amount of his yearly earnings, or a maximum of \$1500.

How Swiss Women Work.

Some of the saddest scenes here are the women at work. They perform all kinds of labor, and I have seen many a gray-haired dame with the sweat streaming down her wrinkles. You see girls pitching and raking hay and spading and hoeing in the fields. You see them going over the roads with great loads on their backs, and in the Alps you may meet them toiling along with baskets full of manure strapped to them. The manure comes from the barns and is being carried up to be spread over the pastures on the sides of the hills. I have seen women pushing carts harnessed up with dogs, and I frequently see them sawing wood in the streets. Another sight of a more modern type is a Swiss girl riding an American mowing machine, pulled by two cows, for, indeed, cows are also worked, and for labor there is no distinction of sex either bovine or human. The cows are worked in most parts of Switzerland. They are sometimes harnessed up with oxen, and I frequently see a cow and a horse pulling along side by side.

Returning to the women of Switzerland, they are used very largely as clerks in the stores. Some have Government offices and you find them acting as cashiers in the cafes and restaurants. They

are as good in a business way as their French sisters, and, like the French women, are among the thriftiest of their sex.

The Swiss Markets.

The most of the marketing of Switzerland is done by the women. In Bern the markets are in the streets. The women bring in their vegetables, their butter and cheese and other wares and peddle them out from stands on the sidewalks. In Basel they push the goods into town in little wagons like baby carriages, and in Bern you frequently see a dog cart going from door to door, the women hucksters now pulling with the dogs and now stopping to peddle milk or vegetables to the houses. It is with these dogs that they bring their wares in from the country, the dog taking the part of the horse. The purchasers in the markets are also women. Every Swiss housewife does her own buying. She comes out early and picks out the things for herself. I stopped before one woman who was buying some butter of a white-capped female butter-seller. The butter was molded into great loaves, from which were cut the portions demanded by the purchasers. The cutting is done with a brass wire in the shape of a loop, which the woman fits around the loaf and pulls through, cutting the butter much more smoothly and evenly than could be done with a knife. I asked as to prices and was told that good butter is now worth 14 cents a pound.

Swiss Schools.

I have spent some time in going through the schools of Zurich and other parts of Switzerland. I am surprised at their excellence. The Swiss pride themselves on their educational system, and they universally patronize the schools. Here in Zurich it is estimated that 95 per cent of the children of all classes go to the public schools, although there are excellent private academies and kindergartens. Every canton has its school board and every village its school buildings. The country is small, but altogether there are more than 5000 schools in it, and a large number of high schools and universities. Basel has a university which was founded before the discovery of America, and there are good universities at Bern, Geneva, Fribourg and Zurich. These universities are organized on the same plan as those of Germany, each being governed by a rector and a senate, and divided into four faculties of theology, law, philosophy and medicine.

Here at Zurich a polytechnic school is maintained by the federal government. It has 300 students and 150 professors. In addition to this there are 250 technical schools in Switzerland which receive money from the general government or

the cantons, and there are also 70 commercial schools, with more than 6000 pupils.

They Believe in Gymnastics.

The Swiss watch the health of their school children, and almost every school has its gymnasium. There are more than 100 schools here which have gymnastic training all the year round, and 100 which give lessons in gymnastics a part of the year. I have visited a number of gymnasiums. They are all well equipped, and the boys and girls do their work under regular instructors. There are ten schoolhouses in this town which have baths connected with them, and the dirty child is sent out for a wash. The city has its school doctors, who make regular examinations of the eyes, ears and teeth of the pupils. Think of a school dentist! That is what they have in Zurich.

School Gardens and Excursions.

Many of the public schools have gardens about them. I visited one this afternoon which had at least an acre given up to play and exercise grounds, and this notwithstanding the school was in the heart of the city. Under the trees were vaulting horses and parallel bars, and this in addition to the regular gymnasium under cover. In one section of the grounds a class of boys was training under their professor, a tawny-bearded man of 35 years. The boys had iron rods about four feet long, which they threw about in a variety of motions as directed. I photographed the class in action and the boys were delighted therewith. In all parts of Switzerland the teachers take the children off now and then on educational tours. The little ones visit the country near by, and the older pupils have excursions on the railroads to the most beautiful parts of Switzerland. More than 6000 scholars were sent out from Zurich on such tours last year with their teachers.

FRANK G. CARPENTER.
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Music.

How sweet the moonlight sleeps upon this bank:
Here we will sit and let the sounds of music
Creep in our ears; soft fallings and the night
Become the touches of sweet harmony.
Sit, Jessica. Look how the floor of heaven
Is thick inlaid with patterns of bright gold;
Thither up the smallest orb which thou be-
hold'st
But in his motion like an angel stuns,
Still quivering to the young-eyed cherubins.
Such harmony is in immortal souls;
But whilst this muddy vesture of decay
Doth grossly close it in, we cannot hear it.

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REFERENCES—BEST BANKS AND LEADING BUSINESS MEN OF THIS CITY.

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