



1925-2025

un an avec Howard Phillips Lovecraft

#208 | 29 juillet 1925



« Mercredi 29, je me suis levé à midi, j'ai encore éliminé frénétiquement la correspondance et j'ai balayé et dépoussiéré ma chambre en prévision de la réunion des garçons qui aura lieu le soir. Ceci terminé, je suis sorti faire des courses, achetant des produits de base pour moi et des pâtisseries (tartes aux pommes et le gâteau aux miettes préféré de Kleiner) qui serviront de rafraîchissements le soir. J'ai également acheté un splendide seau à lait en aluminium avec une poignée — comme sur le schéma — et pouvant contenir deux pintes, que j'utiliserai pour aller chercher du café chaud. Il m'a coûté 49 cts, mais il durera toute une vie

et sera utile quels que soient le lieu et le mode de vie. Dieu veuille qu'un jour je vous ramène du café de la pharmacie Wayland ! En rentrant, j'ai dîné et je me suis levé à temps pour accueillir la « bande » — qui s'est avérée n'être que deux — Kleiner et McNeil — en plus de moi-même. Malgré la faible participation, la réunion a été exceptionnellement agréable et a donné lieu à des discussions très pertinentes. La conversation générale a commencé avec Bryan et le procès de Dayton, et n'a pris qu'un seul virage définitif, lorsque l'honnête vieux McNeil a prononcé une fois de plus sa plainte naïve et caractéristique selon laquelle les monuments publics modernes n'ont

aucune originalité, mais tiennent de la Grèce et de Rome pour leur inspiration. Kleiner et moi avons eu beau faire, nous n'avons pas pu faire comprendre à ce bon vieux bougre que l'art gréco-romain est une chose universelle et définitive qui appartient à l'histoire, un héritage culturel commun à toute la civilisation occidentale, et si absolu dans sa perfection que l'esthétique ne peut admettre aucun développement ultérieur dans sa direction particulière. McNeil a admis qu'il y avait peut-être du vrai dans certaines de nos affirmations, mais il n'en reste pas moins qu'il n'aime pas les choses telles qu'elles sont ! Selon lui, il est tout à fait insensé d'ériger des monuments chorégraphiques grecs et des arcs romains en l'honneur des héros de la guerre de Sécession ! J'avais commandé 6 tasses — 2 par personne — mais avec mon service en porcelaine bleue, j'ai découvert que la quantité s'élevait à 10 tasses, de sorte que nous en avons tous eu trois portions, et Kleiner quatre ! Ils ont tous deux fait l'éloge de ma réception en tant qu'hôte — j'avais sorti des fourchettes et cuillères du 454 Angell Street, et distribué des serviettes en papier pliées en triangle. J'ai servi le gâteau sur un plateau japonais et les tartelettes sur un autre ; j'ai fourni à chaque personne une assiette, une tasse et une soucoupe en porcelaine bleue en plus de son argenterie. Oui, tout compte fait, ce fut un grand succès, et j'animerai également la réunion avec Leeds ici même la semaine prochaine. La semaine suivante, ce sera au tour de Kleiner pour la réunion avec McNeil. Lui et moi nous occuperons de toutes les réceptions pendant l'absence de Sonny, car le fiston n'a pas le droit de venir à Brooklyn le soir. Lorsqu'il sera revenu, nous nous efforcerons d'organiser nos réunions là où il peut venir. McNeil, je pense, a été satisfait pour la première fois de mon hospitalité, car j'ai finalement insisté pour qu'il consomme en abondance de ce café dont il avait relevé l'absence lors de mes précédentes réunions avec une désapprobation silencieuse. Mes invités partirent à une heure du matin, et je me retirai après une dernière séance d'écriture pour le *United Amateurs*.

NUMBER ONE OF A SERIES ON THE KNICKERBOCKER PORTLAND CEMENT CO., INC., WHICH IS AN INTEGRAL PART OF THE

INTERNATIONAL SYSTEM

COMPRISING TEN MILLS IN NORTH AND SOUTH AMERICA WITH A CAPACITY OF 12,000,000 BARRELS PER ANNUM

To All Users of Cement Engineers, Architects, Contractors, and Dealers *Important Announcement*

THE International Cement Corporation—of which the Knickerbocker Portland Cement Company, Inc., is a member—announces the addition to the International System of two new mills—

One in Birmingham, Alabama, producing at the rate of 2,000,000 barrels a year, which is being operated by the Alabama Portland Cement Company, and

One near Indianapolis, Indiana, producing at the rate of 1,500,000 barrels a year, which is being operated by the Indiana Portland Cement Company.

The combined annual capacity of the ten mills which comprise the International System is now 12,000,000 barrels.

Steady growth of the International System from a capacity of 2,800,000 barrels in 1919 to 12,000,000 barrels at the present time is of significance to every cement user.

For it is due primarily to those phases of cement service in which users are most vitally concerned—namely, strict adherence to the highest quality standards as well as to a policy of fair business dealing.

The International System, which now makes available a super-grade cement throughout a territory containing two-thirds of the population

of the United States, as well as to Cuba, and to Uruguay and the Argentine in South America, is built upon operating and marketing methods perfected over a period of 20 years in the Texas Portland Cement Company, which became the nucleus of the International System.

These methods, which have earned the good-will of thousands of dealers and users throughout North and South America, are expressed in the following basic policy of the International System:

1. To build the business with picked men—men who have imagination and resourcefulness, as well as experience and judgment;
2. To produce a superior quality of cement;
3. To deal with each customer as though both buyer and seller were members of the same organization.

The mill of the Knickerbocker Portland Cement Co., Inc., at Hudson, N. Y., is the International plant which serves the entire New York and New England territory. At Knickerbocker, the principles which have been responsible for the success of the International System are carefully adhered to.

KNICKERBOCKER Cement is made by the International Wet-Blending Process which enables the chemist and superintendent of the mill inevitably to come within $\frac{1}{10}$ of 1% of the high quality at which they aim.

Test records covering more than 2,000,000 barrels, show that the quality of KNICKERBOCKER Cement, like the cement made by the other International mills, is more than 50% above the standard established by the U. S. Government.



KNICKERBOCKER CEMENT

LONE STAR BRAND, PRODUCT OF THE INTERNATIONAL SYSTEM
OF WHICH THE KNICKERBOCKER PORTLAND CEMENT CO., INC., IS A MEMBER.

[1925, mercredi 29 juillet]

Up noon — wrote — cleaned room — out shopping — groceries —
aluminum pail — bakery stuff — dinner — M N & RK arrive —
interesting discussion — serve pastry & coffee — left over for bkfst. Guests
lv. 1 a.m. — write & retire.

*Levé à midi. Écrit. Nettoyé la chambre. Dehors à l'épicerie pour des
courses. Bidon d'aluminium. Passé à la boulangerie. Dîner. Arrivée de
MacNeil et de Kleiner. Belle discussion. J'offre les pâtisseries et le
café — il m'en reste pour le petit-déjeuner. Départ des invités à 1
heure du matin. Écrit & couché.*

Kirk ces temps-ci est à Cleveland. Dans la lettre à Lillian, Lovecraft détaille comment il s'y prend pour que tout le monde ait son café et sa gourmandise sans que cela lui coûte plus de 40 cts (encore, il en gardera pour le lendemain) : MacNeil, qui prépare toujours lui-même du café lorsque c'est son tour de recevoir le Kalem Club, s'étant formalisé que les autres n'en fassent pas autant. Noter que le verbe *écrire* est passé à l'intransitif. Et Lovecraft debout dans l'échoppe de Brooklyn pour choisir ce bidon d'aluminium fermé qui lui servira à descendre acheter du café pour tout le monde, puisqu'il ne peut pas le faire lui-même : la joie de rapporter ça, enveloppé de papier journal (certainement un journal populaire, et sûr qu'il ne pourra s'empêcher de lire les vieux articles sur l'emballage). Et l'argenterie du grand-père, souvenir d'enfance, sortie en l'honneur de ses deux invités, et le gâteau et la tarte dans deux plats différents, tout ça pour remâcher le procès Scopes (les funérailles de Bryan remplissent le *NYT* du jour quasi ras-bord) : n'empêche, quelle fierté. On n'a beau être que trois, on est quand même la réunion hebdomadaire officielle du KalemClub !

New York Times, 29 juillet 1925. L'appel lancé il y a un an par le commissaire de police Richard E Enright pour des volontaires à la conduite des voitures de police est tombé dans l'oreille de sourds. Cela a été annoncé hier, ainsi qu'un plan de réquisition de ceux qui ont une voiture personnelle et le permis de conduire. Le commissaire Enright, dans sa demande initiale, avait demandé à tous les policiers capables de conduire des voitures de se porter volontaires pour un système élargi de patrouille motorisée. Les nouvelles mesures prises à l'encontre des récalcitrants, a-t-on précisé, commenceront par recenser auprès du Bureau des véhicules tous les policiers disposant d'un permis et d'une voiture. Ceux qui refuseront d'être volontaires seront convoqués pour examen et révision de leur affectation. L'annonce a causé grand bruit parmi les policiers possesseurs d'automobiles. Beaucoup de policiers s'estiment le droit de

profiter de leur véhicule comme ils veulent en dehors des heures de service. Les patrouilles motorisées, disent-ils, sont monotones et ardues, et pas du tout l'affectation privilégiée qu'on veut bien décrire. Beaucoup de ceux qui ont une voiture et le permis, mais ne s'étaient pas portés volontaires, ont déjà été convoqués et affectés à ces patrouilles.

An idea that built a \$2,000,000 hardware business



Hardware dealers generally have been slow to realize the value of carrying nationally advertised products, often thinking that a small extra discount or a wide lower price was to be derived in preference to large turnover. That is why hardware stores in the whole have only from 2 to 3 national a year, although the manufacturer on nationally advertised products is from 5 to 6 times.

Arthur E. Lucas
President



Tie to these products advertised in the Woman's Home Companion

How the Phillip Gross Hardware Co. became one of America's leading retail stores

One of the largest and best equipped hardware stores in the United States is the Phillip Gross Hardware & Supply Company, of Milwaukee.

Although most retail hardware stores come well under the \$100,000 class, Gross does a business of \$2,000,000 annually.

This remarkable business has been built upon an idea, part of which is expressed in the slogan, "If it's from Gross it's Good."

The rest of the idea has been expressed by Mr. Gross in the statement above—reference upon nationally advertised products.

A policy that has paid

"Our slogan," says Mr. A. G. Heinemann, merchandising manager of Gross Hardware, "has made it almost necessary for us to carry nationally advertised products, as they carry themselves and stand right back in our premises."

"In it of our advertising, most of which is done in the daily papers, we make an effort to tie-up with national advertisements in the Woman's Home Companion and other magazines."

Subscriptions of unknown brands for nationally advertised merchandise is never accompanied by the Phillip Gross Hardware Co.

A portion of the company's business is spread—and that too across nationally advertised products.

How manufacturers help

The Phillip Gross Hardware & Supply Company has simply demonstrated in a striking manner a fact that successful merchants in all lines of business recognize: National ad-

vertising is the best kind of local advertising for the retail merchant.

In the columns at the right, for instance, is a list of products advertised in the Woman's Home Companion—America's greatest women's magazine.

Every month women in 3,600,000 of America's best homes read Companion advertisements featuring these products.

Right now scores of women in your neighborhood are reading manufacturers' advertisements in the Woman's Home Companion—advertisements of products you carry.

Who these women are

Manufacturers advertise in the Woman's Home Companion because they know that Companion readers are the most valuable class of customers you can have.

They are the women in 2,900,000 of the better homes. They belong to the above average families—people whose incomes are above the average, who own their homes, who have families to clothe and feed, who buy steadily and in good volume.

These are the kind of customers that make a retail business pay. Only a few more, added to your regular business, would make a big difference in your net profit at the end of each month.

Tieups that bring business

Every month these women spend thousands of dollars for merchandise in your trade area as a direct result of manufacturers' advertisements in the Woman's Home Companion.

Are you getting this trade?

Are you letting these women know that

your store is the place to get this merchandise?

Manufacturers are ready to help you do this. They supply you with window signs, counter displays, and other means of tying up with their national advertising.

They are willing to do everything possible to help you let people know where to get the goods—after the desire for them has been created.

The open door to better business

This is the method by which Gross Hardware and a great many other successful retailers have built up volume and profit.

Irrespective of the kind of business you are in, the same method is at your disposal. You may carry this profitable, above average trade in the same way that others are doing it.

FIRST: Carry the merchandise advertised in the Woman's Home Companion.

SECOND: Promote this merchandise—let people know that you carry these Companion-advertised products.

In the list of Companion-advertised products at the right check those you carry and start featuring them now. Also ask the salesmen and representatives of these lines for advertising and display suggestions. They will be glad to give them to you.

Why not start now to make your store known as the place where these products can be bought? Begin this work to use more and more of the display material manufacturers have sent you, and to build up a clientele of steady-buying, profitable Woman's Home Companion customers.

List of products advertised in the Woman's Home Companion

ARTIFICIAL Artificial Flowers Artificial Fruit Artificial Plants Artificial Trees	BATHING Bathing Suits Bathing Trunks Bathing Towels Bathing Caps	BEDDING Bedding Bedspreads Bed Covers Bed Pillows	BIBES AND BABY Bibs Baby Blankets Baby Caps Baby Dresses	BIBES AND BABY Bibs Baby Blankets Baby Caps Baby Dresses	BIBES AND BABY Bibs Baby Blankets Baby Caps Baby Dresses
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