



Side 4

Pulitzer, (Bunsen, Seitz, Hannah & Nunzio)

(Editor SEITZ, secretary HANNAH, and accountant BUNSEN huddle in a business meeting. The mogul, JOSEPH PULITZER, is having his hair cut by NUNZIO, the barber.)

PULITZER

Gentlemen, the *World* is in trouble. Our circulation is down for the third quarter in a row.

SEITZ

But, Mr. Pulitzer, every paper's circulation is down since the war ended.

PULITZER

Whoever said "war is hell" wasn't trying to sell newspapers.

BUNSEN

We could use an exciting headline.

PULITZER

What have we got today?

SEITZ

The trolley strike.

PULITZER

That's not exciting? It's epic!

HANNAH

It's boring. Folks wanna know, "Is the trolley comin' or ain't it?" No one cares why.

SEITZ

And the strike's about to be settled. Governor Roosevelt just put his support behind the workers.

PULITZER

That man is a socialist.

SEITZ

Teddy Roosevelt is no socialist. He's an American hero.

PULITZER

The man wants to outlaw football for being too violent. Football! Violent?! You're right. He's no socialist. He's a commie!

NUNZIO

Mr. Pulitzer, please, you must try to sit still.

PULITZER

Gentlemen, please, you are making Nunzio nervous. And when Nunzio gets nervous, I don't look pretty.

(PULITZER sits back.)

HANNAH

You never liked Roosevelt. You wrote an editorial against him day after day when he ran for governor. And guess what? He got elected.

PULITZER

How can I influence voters if they're not reading my opinion?

SEITZ

Big photos attract readers.

PULITZER

Do you know what big photos cost?

BUNSEN

But without flashy photos or headlines, how are we supposed to sell more papers?

PULITZER

There's an answer right before your eyes. You're not thinking this through. People ... We don't sell papers. Newsies sell papers.

BUNSEN

He's got it! Right now, we charge the newsies fifty cents for a hundred papers.

PULITZER

Yes ...

BUNSEN

But if we raised their price to sixty cents per hundred ...

PULITZER

Now you're getting somewhere ...

SEITZ

A mere tenth of a penny per paper.

BUNSEN

Every single newsie would have to sell twenty-five more papers just to earn the same amount as always.

PULITZER

My thought exactly. It's genius.

HANNAH

It's going to be awfully rough on those children.

PULITZER

Nonsense. I'm giving them a real life lesson in economics. I couldn't offer them a better education if they were my own.

[see Side C for music]

GIVE ME A WEEK AND I'LL TRAIN THEM TO BE
LIKE AN ARMY THAT'S MARCHING TO WAR
PROUD OF THEMSELVES AND SO GRATEFUL TO ME
THEY'LL BE BEGGING TO PAY EVEN MORE!
WHEN THERE'S DIRT ON OUR SHOES, BOYS
FOR GOD'S SAKE, RELAX!
WHY THROW THEM OUT?
ALL WE NEED IS SOME WAX
LISTEN WELL TO THESE BARBERSHOP LESSONS
FOR THEY'LL SEE YOU THROUGH
SEITZ, HANNAH, BUNSEN
WHEN YOU'RE STUCK IN THE MUCK, YOU'LL BE FINE
YOU'LL ERASE ANY TRACE OF DECLINE

SEITZ

WITH A TRIM!

HANNAH

AND A SNIP!

BUNSEN

AND A SHINE

PULITZER

AND THE POW'R OF THE PRESS, YES!

ONCE AGAIN IS MINE!

The price for the newsies goes up in the morning!

JUST A FEW COMMON CENTS

GENTS

THAT'S THE BOTTOM LINE!

SEITZ, HANNAH, BUNSEN

EV'RY NEW OUTCOME

IS INCOME FOR YOU

THANKS TO THAT BOTTOM LINE!

(The lights shift from the office to the NEWSIES during the scene transition.)