

3

ROCK ISLAND

SALESMAN #1: It's old-fashioned.

Charlie, you're an anvil salesman -- your firm give credit?

CHARLIE COWELL: No sir!

SALESMAN #1: Nor anybody else.

(Train starting, dialogue in time to train acceleration)

CONDUCTOR: River City, River City next.

Slowly

1 (SALESMAN 1) 2 *accel. poco a poco*

CASH for the mer - chan - dise. CASH for the but - ton - hooks.

3 (SALESMAN 2) 4

CASH for the cot - ton goods. CASH for the hard goods.

5 (SALESMAN 1) 6

CASH for the soft goods. CASH for the fan - cy goods.

7 (SALESMAN 2) 8

CASH for the nog - gins and the pig - gins and the fir - kins.

9 (SALESMAN 3) 10

CASH for the hog - shead, cask and dem - i - john.

11 12

CASH for the crack - ers and the pick - les and the fly - pap - er.

full tempo of train

(SALESMAN 4)

Look Whad - a - ya - talk, whad - a - ya - talk, whad - a - ya - talk, whad - a - ya -

15 16 (SALESMAN 1)

Ya can

(SALESMAN 5)

Where - da - ya - git - it?

(SALESMAN 4)

(SALESMAN 4)

talk, whad - a - ya - talk. Whad - a - ya - talk?

17 (SALESMAN 1) 18 19

talk, ya can talk, ya can bick - er, ya can talk, Ya can bick - er, bick - er, bick - er, ya can

20 21 22

talk, ya can talk, Ya can talk, talk, talk, talk, bick - er, bick - er, bick - er, Ya can

23 24 (CHARLIE COWELL)

No it

(SALESMAN 1)

talk all ya wan - na but it's dif - fer'nt than it was.

25 (CHARLIE) 26

ain't, no it ain't, But ya got - ta know the ter - ri - tor - y.

27 (SALESMAN 3) 28 29

Chi, chi, chi, chi, chi, chi, chi. Why it's the Mod - el T Ford Made the

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30 (SALESMAN 3) 31

trou - ble, made the peo - ple want to go, wan - na git, wan - na

32 33 34

git. Wan - na git up and go sev - en, eight, nine, ten, twelve, four - teen,

35 36 37 (SALESMAN 1)

Yes, sir. Yes, sir.

(SALESMAN 3)

twen - ty - two, twen - ty - three miles to the coun - ty seat.

38 (SALESMAN 3) 39 40

Who's gon - na pat - ron - ize a lit - tle bit - ty two - by - four kin - da store an - y -

41 42 (CHARLIE)

(NEWSPAPER READER 1) Not the

Where - da - ya - git - it?

(SALESMAN 3)


more?

(SALESMAN 4)

Whad - a - ya - talk, whad - a - ya - talk.

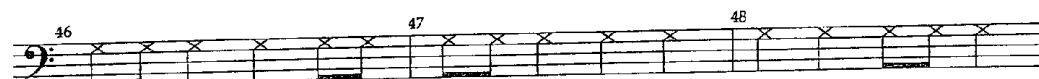
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43 (CHARLIE) 44 45



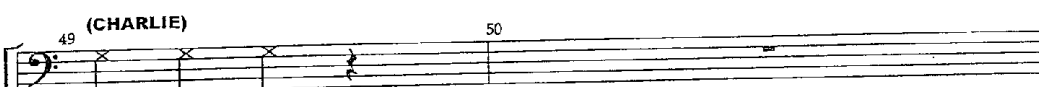
Mod-el T at all, Take a gan-der at the store, at the mod-ren store, at the

46 47 48



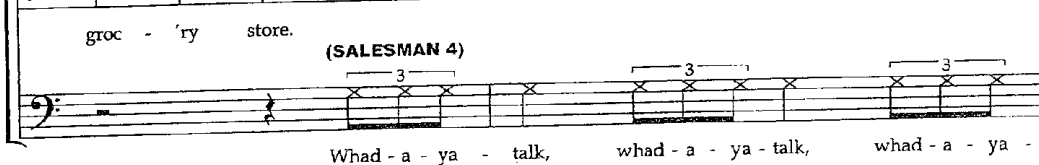
pres-ent day store, at the pres-ent day mod-ren de-part-men-tal-ized

49 (CHARLIE) 50



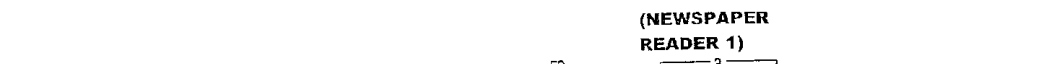
groc-'ry store.

(SALESMAN 4)



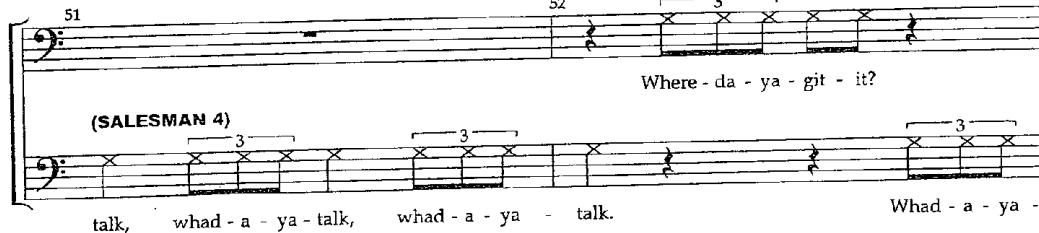
Whad-a-ya-talk, whad-a-ya-talk, whad-a-ya-

51 52 (NEWSPAPER READER 1)



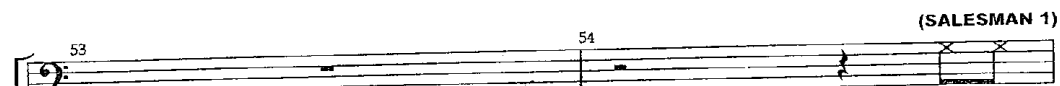
Where-da-ya-git-it?

(SALESMAN 4)




talk, whad-a-ya-talk, whad-a-ya-talk. Whad-a-ya-

53 54 (SALESMAN 1)



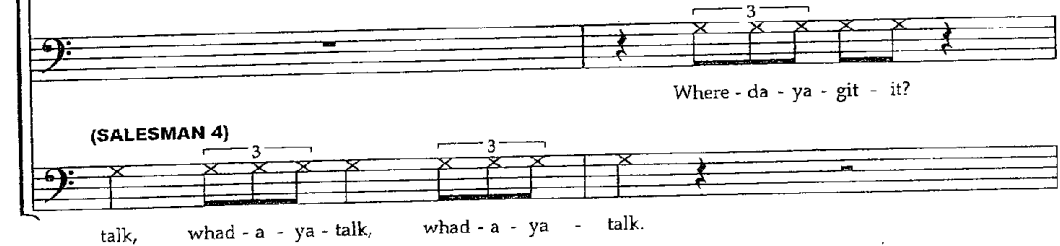
Ya can

(NEWSPAPER READER 1)



Where-da-ya-git-it?

(SALESMAN 4)



talk, whad-a-ya-talk, whad-a-ya-talk.

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55 (SALESMAN 1) 56 57

talk, ya can bick-er, ya can talk, ya can bick-er, Ya can talk, talk, talk, talk,

58 59 60 (CHARLIE)

No it

(SALESMAN 1)

bick-er, bick-er, bick-er, Ya can talk all ya wan-na but it's dif-fer'nt than it was.

61 (CHARLIE) 62

ain't. But ya got - ta know the ter - ri - tor - y.

(SALESMAN 3)

Why, it's the

63 (SALESMAN 2) 64

U - need - a Bis - cuit made the trou - ble. U - need - a, U -

65 66

need - a, put the crack - ers in a pack - age, in a pack - age, the

67 68

U - need - a Bis - cuit in an air - tight san - i - tar - y

69 70

pack - age made the crack - er bar - rel ob - so - lete, ob - so - lete.

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71 (CHARLIE) 72

Ob - so - lete, ob - so - lete, ob - so - lete.

(SALESMAN 4)

Crack - er bar - rel

73 (SALESMAN 4) 74 75

went out the wind - ow with the mail pouch cut plug chaw - in' by the stove...

76 77 78 (CHARLIE)

No it

(SALESMAN 4)

Changed the ap - proach of a trav - el - in' sales - man, made it pret - ty hard.

79 (CHARLIE) 80 81

did - n't, no it did - n't. But ya got - ta know the ter - ri - tor - y.

(SALESMAN 3)

Gone, gone.

82 (SALESMAN 1) 83 84

Gone with the hogs - head, cask and dem - i - john, gone with the sug - ar bar - rel,

85 86 87

pick - le bar - rel, milk pan, gone with the tub and the pail and the tierce.

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88 89 90 (CHARLIE)
 Hill!
 (SALESMAN 1)
 Hill?
 (SALESMAN 5)
 Ev - er meet a fel - la by the name a' Hill?

(NEWSPAPER READER 1) (NEWSPAPER READER 3)
 Hill? Hill?
 (SALESMAN 3) (NEWSPAPER READER 2)
 Hill? Hill?
 (SALESMAN 4) (SALESMAN 5)
 Hill? Hill!

94 (CHARLIE) 95
 Just a min - ute, just a min - ute, just a
 (ALL BUT CHARLIE)
 No!

96 (CHARLIE) 97
 min - ute.
 (SALESMAN 4)
 Nev - er heard a' an - y sales - man Hill.
 (SALESMAN 5)
 Now, he

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98 99 (SALESMAN 1)

(SALESMAN 5) Does - n't know the ter - ri - tor - y?

does - n't know the ter - ri - tor - y.

100 101 (SALESMAN 1)

(SALESMAN 3) Nev - er

What's the fel - la's line?

(SALESMAN 5) Nev - er wor - ries 'bout his line.

102 (SALESMAN 1) 103

wor - ries 'bout his line?

(SALESMAN 5) Or the crack - er bar - rel be - in' ob - so -

(SALESMAN 5) 104 105

lete, or the U - need - a Bis - cuit in an air - tight

106 107 (CHARLIE)

(SALESMAN 5) Just a

san - i - tar - y pack - age, or the Mod - el T Ford.

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108 (CHARLIE) 109

min - ute, just a min - ute, just a min - ute!

(SALESMAN 5)

Nev - er wor - ries 'bout his

110 (SALESMAN 3) 111 112

Nev - er wor - ries 'bout his line?

(SALESMAN 5)

line— Or a dog - gone thing. He's just a

(SALESMAN 5) 113 114 115

bang beat, bell - ring - in', big haul, great go, neck - or - noth - in', rip - roar - in',

116 117 118

ev - er - 'time - a - bull's - eye sales - man, that's Pro - fess - or Har - old Hill, Har - old Hill.

119 (CHARLIE) 120 121

(NEWSPAPER READER 1) He's a fake, and he does - n't know the ter - ri - tor - y!

Tell us, what's his line? What's his line?

(SALESMAN 4) 122 123

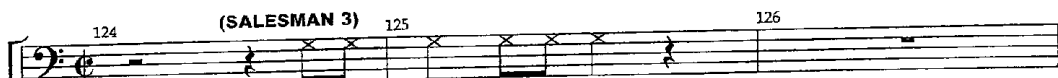
Look, whad - a - ya - talk, whad - a - ya - talk, whad - a - ya - talk, whad - a - ya - talk.

(SALESMAN 5)

He's a

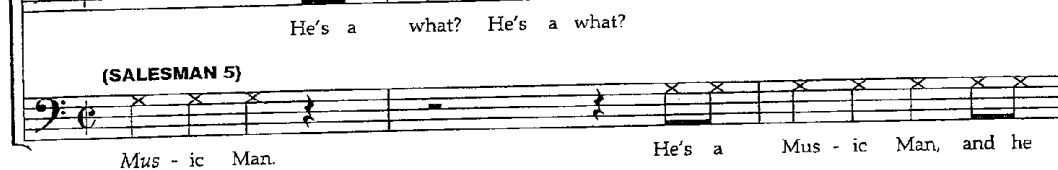
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124 (SALESMAN 3) 125 126



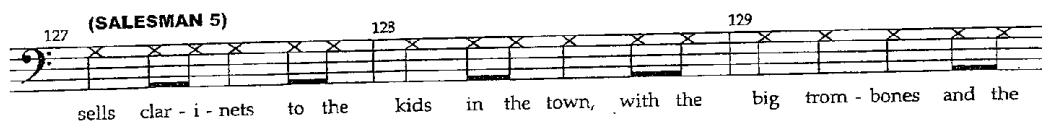
He's a what? He's a what?

(SALESMAN 5)



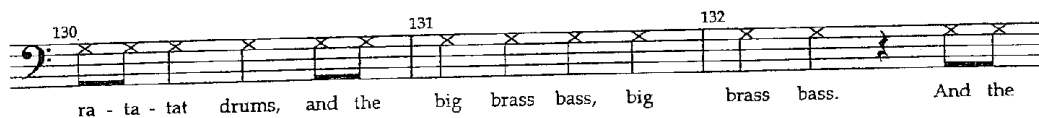
Mus - ic Man. He's a Mus - ic Man, and he

127 (SALESMAN 5) 128 129



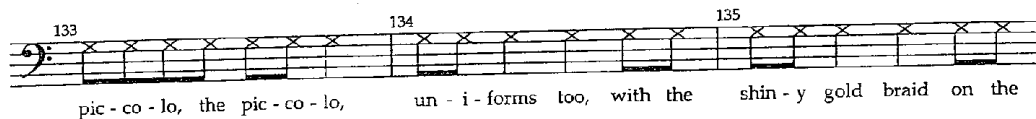
sells clar - i - nets to the kids in the town, with the big trom - bones and the

130 131 132



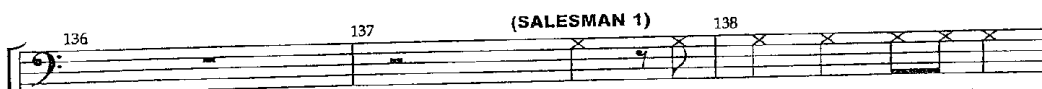
ra - ta - tat drums, and the big brass bass, big brass bass. And the

133 134 135



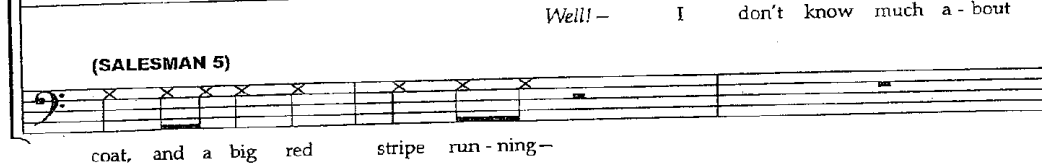
pic - co - lo, the pic - co - lo, un - i - forms too, with the shin - y gold braid on the

136 137 (SALESMAN 1) 138



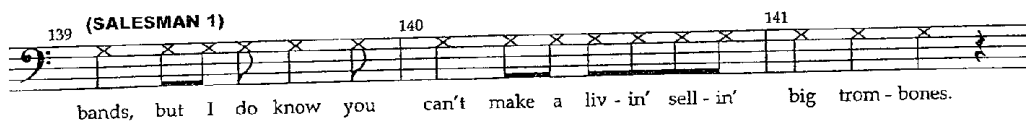
Well! - I don't know much a - bout

(SALESMAN 5)



coat, and a big red stripe run - ning -

139 (SALESMAN 1) 140 141



bands, but I do know you can't make a liv - in' sell - in' big trom - bones.

142 143 144



No sir! Man - do - lin picks, per - haps, and here and there a

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145 (SALESMAN 1) 146 147

jews - harp.

(SALESMAN 5)

No, the fel - la sells bands. Boys' bands. I

148 (SALESMAN 5) 149

don't know how he does it, but he lives like a king, and he

150 151

dal - lies and he gath - ers, and he plucks and he shines, and

152 153 154

when the man dan - ces, cer - tain - ly, boys, What else: The pip - er pays him.

ritard poco a poco

155 (SALESMAN 5) 156 157 158

Yesss - sir, yes sir, yes sir, yes sir.

159 160 161

When the man dan - ces, cer - tain - ly boys, What else: The pip - er pays him.

162 163 (CHARLIE) 164 165 (On cue)

Slowly Faster

But he does - n't know the ter - ri - tor - y!

(ALL)

yes sir, yes sir.

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