

- SALEMEN
- CHARLIE COWELL
- NEWSPAPER READERS

# Rock Island

3.

**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

*accel. poco a poco*

1 (SALESMAN 1) 2

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)

Musical staff 13-14. Bass clef. Measure 13 starts with a triplet of eighth notes. Measure 14 continues with another triplet. The notes are: 13: G2, A2, B2; 14: C3, D3, E3.

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

(SALESMAN 5)

(SALESMAN 4)

(SALESMAN 1)

Musical staff 15-16. Bass clef. Measure 15 starts with a triplet of eighth notes. Measure 16 continues with another triplet. The notes are: 15: F3, G3, A3; 16: B3, C4, D4.

talk, whad - a - ya - talk. Where - da - ya - git - it? Whad - a - ya - talk? Ya can

Musical staff 17-19. Bass clef. Measure 17: G3, A3, B3. Measure 18: C4, D4, E4. Measure 19: F4, G4, A4.

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

Musical staff 20-22. Bass clef. Measure 20: B4, C5, D5. Measure 21: E5, F5, G5. Measure 22: A5, B5, C6.

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

(CHARLIE COWELL)

Musical staff 23-24. Bass clef. Measure 23: D5, E5, F5. Measure 24: G5, A5, B5.

talk all ya wan - na but it's dif - fer'nt than it was. No it

Musical staff 25-26. Bass clef. Measure 25: C6, B5, A5. Measure 26: G5, F5, E5.

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

(SALESMAN 3)

Musical staff 27-29. Bass clef. Measure 27: D5, E5, F5. Measure 28: G5, A5, B5. Measure 29: C6, B5, A5.

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

Musical staff 30-31. Bass clef. Measure 30: G5, F5, E5. Measure 31: D5, C5, B4.

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

Musical staff 32-34. Bass clef. Measure 32: A4, G4, F4. Measure 33: E4, D4, C4. Measure 34: B3, A3, G3.

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

(SALESMAN 1)

Musical staff 35-37. Bass clef. Measure 35: F3, E3, D3. Measure 36: C3, B2, A2. Measure 37: G2, F2, E2.

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

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 **(SALESMAN 4)** *2* **(NEWSPAPER READER 1)** *Jada* **(CHARLIE)** 42

more? Whad - a - ya - talk, whad - a - ya - talk. Where - da - ya - git - it? Not the

43 44

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

45 46 47

mod - ren store, at the pres - ent day store, at the pres - ent day mod - ren

48 **(SALESMAN 4)** *5* 49

de - part - men - tal - ized groc - 'ry store. Whad - a - ya -

50 51

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

**(NEWSPAPER READER 1)** *Jada* **(SALESMAN 4)** *3* 52 53

talk. Where - da - ya - git - it? Whad - a - ya - talk, whad - a - ya - talk, whad - a - ya -

**(NEWSPAPER READER 1)** *Jada* **(SALESMAN 1)** 54 55

talk. Where - da - ya - git - it? Ya can talk, ya can bick - er, ya can

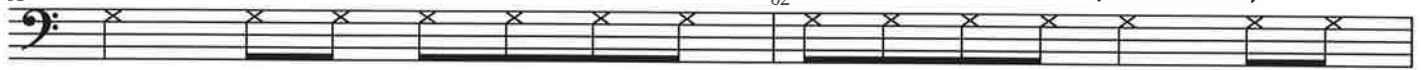
56 57 58

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

59 **(CHARLIE)** 60

talk all ya wan - na but it's dif - fer'nt than it was. No it

61 (CHARLIE)



ain't. But ya got - ta know the ter - ri - tor - y. Why, it's the

62

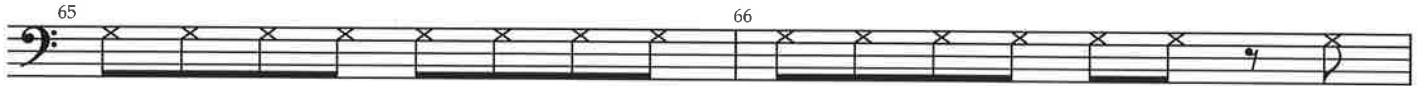
(SALESMAN 3)



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

63

64



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

65

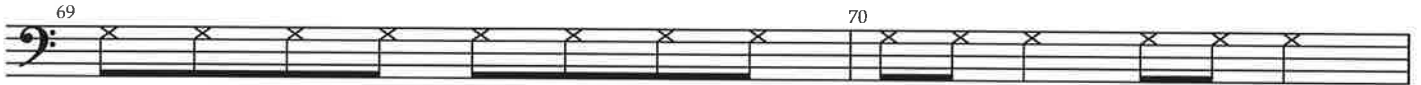
66



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

67

68



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

69

70

71 (CHARLIE)



Ob - so - lete, ob - so - lete, ob - so - lete. Crack - er bar - rel

72

(SALESMAN 4)



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

73

74

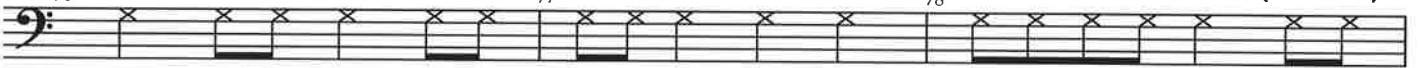
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76

77

78

(CHARLIE)



Changed the ap - proach of a trav - el - in' sales - man, made it pret - ty hard. No it

79

80

81 (SALESMAN 3)



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

82 (SALESMAN 1)



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

83

84

85

86

87



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

**(SALESMAN 5)** **(SALESMAN 1) (CHARLIE)**

88 89 90

Ev - er meet a fel - la by the name a' Hill? Hill? Hill!

**(SALESMAN 3)** **(SALESMAN 4)** **(NEWSPAPER READER 1)** **(NEWSPAPER READER 2)** **(NEWSPAPER READER 3)** **(SALESMAN 5)**

91 92 93

Hill? Hill? Hill? Hill? Hill? Hill!

**(ALL BUT CHARLIE)** **(CHARLIE)**

94 95

No! Just a min - ute, just a min - ute, just a

**(SALESMAN 4)** **(SALESMAN 5)**

96 97

min - ute. Nev - er heard a' an - y sales - man Hill. Now, he

**(SALESMAN 1)**

98 99

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

**(SALESMAN 3)** **(SALESMAN 5)** **(SALESMAN 1)**

100 101

What's the fel - la's line? Nev - er wor - ries 'bout his line. Nev - er

**(SALESMAN 5)**

102 103

wor - ries 'bout his line? Or the crack - er bar - rel be - in' ob - so -

104 105

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

**(CHARLIE)**

106 107

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

108 **(CHARLIE)** 109 **(SALESMAN 5)**

min - ute, just a min - ute, just a min - ute! Nev - er wor - ries 'bout his

110 **(SALESMAN 3)** 111 **(SALESMAN 5)** 112

line - Nev - er wor - ries 'bout his line? Or a dog - gone thing. He's just a

113 114 115

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

116 117

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

*Sada*  
**(NEWSPAPER READER 1)**

118 119

Har - old Hill, Har - old Hill. Tell us, what's his line? What's his

120 **(CHARLIE)** 121

line? He's a fake, and he does - n't know the ter - ri - tor - y!

122 **(SALESMAN 4)** 123 **(SALESMAN 5)**

Look, whad - a - ya - talk, whad - a - ya - talk, whad - a - ya - talk, whad - a - ya - talk. He's a

124 **(SALESMAN 3)** *Andrew* **(SALESMAN 5)** 126

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

127 128 129

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

130 **(SALESMAN 5)** 131 132

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

133 134

pic - co - lo, the pic - co - lo, un - i - forms too, with the

135 136

shin - y gold braid on the coat, and a big red

137 **(SALESMAN 1)** 138

stripe run - ning— *Well!* — I don't know much a - bout

139 140 141

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

145 **(SALESMAN 5)** 146 147

jews - harp. No, the fel - la sells bands. *Boys'* — bands. I

148 149

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*  
**(SALESMAN 5)**

155 156 157 158

Yes - - sir, yes sir, yes sir, yes sir.

*Salesman 2+4*  
*Salesman + 1+3*  
*+ all*

159 160 161

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

162 **(ALL)** 163 *Slowly* **(CHARLIE)** 164 *Faster* 165 *(On cue)*

yes sir, yes sir. But he does - n't know the ter - ri - tor - y!

*(WWs, Brass, Strings)*

*ff*