

# Meredith Willson, Rock Island

1st Salesman

Cash for the merchandise, cash for the button hooks

3rd Salesman

Cash for the cotton goods, cash for the hard goods

1st Salesman

Cash for the fancy goods

2nd Salesman

Cash for the noggins and the piggins and the frikins

3rd Salesman

Cash for the hogshead, cask and demijohn.

Cash for the crackers and the pickles and the flypaper.

4th Salesman

Look whatayataalk, whatayataalk, whatayataalk, whatayataalk, whatayataalk?

5th Salesman

Wheredayagitit?

4th Salesman

Whatayataalk?

1st Salesman

Ya can talk, ya can talk, ya can bicker, ya can talk,  
ya can bicker, bicker, bicker, ya can talk, ya can talk,  
ya can talk, talk, talk, talk, bicker, bicker, bicker,  
ya can talk all ya want but is different than it was.

Charlie

No it ain't, no it ain't, but you gotta know the territory

Rail Car

Shh shh shh shh shh shh shh

3rd Salesman

Why it's the Model T Ford made the trouble,  
made the people wanna go, wanna get, wanna get,  
wanna get up and go seven, eight, nine, ten, twelve,  
fourteen, twenty-two, twenty-three miles to the county seat

1st Salesman

Yes sir, yes sir

3rd Salesman

Who's gonna patronize a little bitty two by four kinda store anymore?

4th Salesman

Whaddaya talk, whaddaya talk,

5th Salesman

Where do you get it?

3rd Salesman

Gone, gone

Gone with the hogshead cask and demijohn,  
gone with the sugar barrel pickle barrel, milk pan,  
gone with the tub and the pail and the tierce

2nd Salesman

Ever meet a fellow by the name of Hill?

1st Salesman  
Hill?

Charlie  
Hill?

3rd Salesman  
Hill?

4th Salesman  
Hill?

1st Newspaper  
Hill?

2nd Newspaper  
Hill?

5th Salesman  
Hill?

2nd Salesman  
Hill!

All But Charlie & 2nd Salesman  
NO!

Charlie  
Just a minute, just a minute, just a minute

4th Salesman  
Never heard of any salesman Hill

2nd Salesman  
Now he doesn't know the territory

1st Salesman  
Doesn't know the territory?!?

3rd Salesman  
What's the fellow's line?

2nd Salesman  
Never worries 'bout his line

1st Salesman  
Never worries 'bout his line?!?

2nd Salesman  
Or a doggone thing, He's just a bang beat, bell ringing,  
Big haul, great go, neck-or-nothing, rip roarin',  
every time a bull's eye salesman,  
That's Professor Harold Hill, Harold Hill

3rd Salesman  
What's the fellow's line?

5th Salesman  
What's his line?

Charlie  
He's a fake, and he doesn't know the territory!  
Look, whaddaya talk, whaddaya talk, whaddaya talk, whaddaya talk?

2nd Salesman

He's a music man

He's a what?

3rd Salesman

He's a what?

2nd Salesman

He's a music man and he sells clarinets  
to the kids in the town with the big trombones  
and the rat-a-tat drums, big brass bass, big brass bass,  
and the piccolo, the piccolo with uniforms, too  
with a shiny gold braid on the coat and a big red stripe runnin'...

1st Salesman

Well, I don't know much about bands but I do know  
you can't make a living selling big trombones, no sir.  
Mandolin picks, perhaps and here and there a Jew's harp...

2nd Salesman

No, the fellow sells bands, Boys' bands.  
I don't know how he does it but he lives like a king  
and he dallies and he gathers and he plucks and he shines,  
and when the man dances certainly, boys, what else?  
The piper pays him! Yes sir, yes sir, yes sir, yes sir,  
when the man dances, certainly, boys, what else?  
The piper pays him! Yessssir, Yessssir

Charlie

But he doesn't know the territory!