

**SCENE TWO: Pulitzer's Office, Afternoon**

*(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.)*

**START**

**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...

**END**

#4 - The Bottom Line

Pulitzer, Seitz, Bunsen, Hannah

**(PULITZER)**

NUNZIO KNOWS WHEN HE'S CUTTING MY HAIR  
TRIM A BIT HERE AND THEN TRIM A BIT THERE  
JUST A MODEST ADJUSTMENT CAN FATTEN THE BOTTOM LINE

**NUNZIO**

Mr. Pulitzer, please.

**PULITZER**

SHAVING IS TRICKY: THE RAZOR SHOULD FLOAT  
SHAVE ME TOO CLOSE, AND YOU MAY CUT MY THROAT  
IT'S THE SIMPLEST SOLUTIONS  
THAT BOLSTER THE BOTTOM LINE

**BUNSEN**

But how does that help us sell more papers?

**HANNAH**

We don't sell papers, silly. Newsies sell papers.

**BUNSEN**

I've got it! Right now we charge the newsies fifty cents for a hundred papers.