

## No. 3 – Look Alive

(Shalford, Carshot, Apprentices & Shoppers)

**CUE: FLO:** Is there anything you want the rest of us to shift, Mr Shalford?

**SHALFORD:** The merchandise, girl. The merchandise. Mr Kipps, you've been here for seven years.

Orch. **Steady 2**

**SHALFORD (Cont'd):** What's the secret of the successful draper? **KIPPS:** 'Fishency, sir. **SHALFORD:** What else?

Orch.

**KIPPS:** Economy, sir. **SHALFORD:** And most importantly? **APPRENTICES:** System, sir.

Orch.

**SHALFORD:** System! And we've got the best system you could have.

Orch.

**SHALFORD (cont'd):** I made it, I ought to know. I began at the bottom of the ladder too -  
**APPRENTICES:** *When you were fourteen! We know! Sir!*

Orch.

**SHALFORD**

Shalford *mf*

Live by the rules or face the fines Clear - ly in-scribed on pa - per

Shalford

Busi - ness is built on bot - tom lines If you're to be a dra - per

28  
Shalford  
8 Here nei-ther waste nor squan-der Or else you'll in-cur my wrath So

32  
Shalford  
8 please take note We cut our coat Ac-cor-ding to our

**SHALFORD:** It's nine o'clock. Now open that door and get ready for the customers!

**BUGGINS:** Right away, Mr Shalford. **SHALFORD:** Not in your pyjamas, Mr Buggins!

**FLO:** I'll do it, Mr Shalford.

35 **Brisk**  
Shalford  
8 cloth

2

*(A flock of customers eagerly enter the shop. The shop staff take to their stations.)*

39  
Orch.

43  
Apps.  
8

**FLO**  
Ev-en so-cial climb-ers Need

**APPRENTICES**  
Ev-en so-cial climb-ers Need

*mf* **FEMALE SHOPPERS**  
Shprs. (F)  
8 No-thing but the fin-est All that you de-sire

*mf* **MALE SHOPPERS**  
Shprs. (M)  
8 No-thing but the fin-est All that you de-sire