

General audition excerpt 2: Pulitzer, Seitz, Bunsen, Hannah. The newspaper mogul Joseph Pulitzer, is trying to convince his senior employees that charging Newsies more for their papers is justified.

A main purpose of using this extract is to observe the ability of actors to play adults convincingly.

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

There's an answer right before your eyes. You're not thinking this through. People...trim a bit here and then trim a bit there. Just a modest adjustment can fatten 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.

PULITZER

Yes...

BUNSEN

But if we raised their price to sixty cents per hundred...

PULITZER

Now you're getting somewhere... A mere tenth of a penny per paper.

SEITZ

A mere tenth of a penny per paper

BUNSEN

Every single newsie would have to sell twenty-five more papers just to earn the same amount as always.

PULITZER

My thought exactly. It's genius.

HANNAH

It's going to be awfully rough on those children.

PULITZER

Nonsense. I'm giving them a real-life lesson in economics. I couldn't offer them a better education if they were my own.