





Classic Stage Company

JILL RAFSON, Producing Artistic Director AMANDA FELDMAN, Managing Director

## I CAN GET IT FOR YOU WHOLESALE

book by JEROME WEIDMAN (based on his novel)

music & lyrics by HAROLD ROME
book revisions by JOHN WEIDMAN

directed by TRIP CULLMAN ELLENORE SCOTT

EPHIE AARDEMA, JENNIFER BABIAK, ADAM CHANLER-BERAT,
BILLY COHEN, EDDIE COOPER, VICTOR DE PAULA ROCHA,
SANTINO FONTANA, ADAM GRUPPER, DARRON HAYES, GREG HILDRETH,
REBECCA NAOMI JONES, JUDY KUHN, JULIA LESTER, JOHN PLUMPIS,
HAYLEY PODSCHUN, SARAH STEELE, JOY WOODS

adapted & arranged by

DAVID CHASE

costume design **ANN HOULD-WARD** 

hair,wig, makeup design J. JARED JANAS

associate scenic design THERON WINEINGER

associate sound design KATHY RUVUNA

music coordinator MICHAEL AARONS

THE TELSEY OFFICE. **CRAIG BURNS, CSA** 

music direction & orchestrations by **JACINTH GREYWOODE** 

lighting design ADAM HONORÉ

assistant director **MACK BROWN** 

associate costume design **ISABEL MARTIN** 

associate hair, wig, makeup design

**SARAH NORTON** 

production stage manager **BESS MARIE GLORIOSO** 

production manager

**LUNER ECLIPSE PRODUCTIONS** 

scenic design

MARK WENDLAND

sound design

associate choreographer LOGAN EPSTEIN

associate lighting design SHANNON CLARKE

props supervisor
BRENDAN MCCANN

assistant stage manager **KATHERINE SHEA** 

press representatives

MATT ROSS **PUBLIC RELATIONS** 

# HISICAL NUMBER OF

1.	PROLOGUE	Company
2.	EAT A LITTLE SOMETHING	
3.	HARRY BOGEN. HOW YOU DOING?	
4.	SOMEBODY ELSE	Pulvermacher, Company
5.	THE WAY THINGS ARE	Harry, Tootsie
6.	WHEN GEMINI MEETS CAPRICORN	Ruthie, Harry
7.	MOMMA, MOMMA!	
8.	THE FAMILY WAY	Mrs. Bogen, Harry, Teddy, Ruthie, Meyer, Blanche, Sheldon
9.	TOO SOON	Mrs. Bogen, Ruthie
10.	WHO KNOWS?	Ruthie, Harry
11.	THE SOUND OF MONEY	Martha, Harry
12.	APEX MODES	Tootsie, Miss Marmelstein, Miss Springer, Clerk
13.	MISS MARMELSTEIN	Miss Marmelstein, Tootsie, Miss Springer, Clerk
14.	HAVE I TOLD YOU LATELY?	Meyer, Blanche
<b>1</b> 5.	BALLAD OF THE GARMENT TRADE	Ruthie, Miss Marmelstein, Teddy, Company
16.		Martha, Harry
17.	The state of the s	Harry, Sheldon, Company
18.	A GIFT TODAY	Sheldon, Harry, Teddy, Meyer, Mrs. Bogen, Ruthie, Blanche
19.	GRAB THEM WHILE I CAN / LOVE IS NOT ENOUGH	Martha, Ruthie
20.	HAVE I TOLD YOU LATELY? (REPRISE 1)	
21.	HAVE I TOLD YOU LATELY? (REPRISE 2) / ON MY WAY TO LOV	/EHarry, Ruthie
22.	WHAT'S IN IT FOR ME?	Martha, Teddy
23.	PULVERMACHER	Pulvermacher
24.	WHAT ARE THEY DOING TO US NOW?	Miss Marmelstein, Company
25.	EAT A LITTLE SOMETHING (REPRISE)	Mrs. Bogen, Harry
26.	FINALE ACT II	Harry, Company





## WERNOTE

I Can Get It for You Wholesale opened at the Shubert Theatre on Broadway in 1962. The music and lyrics were by Harold Rome, the book by Jerome Weidman, based on his 1937 novel of the same name. Jerome Weidman, full disclosure, was my dad, and Wholesale was one of a handful of shows for which he wrote the book in the 1960s, the most memorable being Fiorello!, which won not only the Tony Award for Best Musical, but also the Pulitzer Prize.

Wholesale was a modest success, closing after nine months, but as time passed it was largely remembered—to the extent that it was remembered at all—for having featured the previously unknown Barbra Streisand in a minor role which she transformed into a spectacular Broadway debut.

Fast forward almost 50 years, to December 2015, when I received a call from the ever-adventurous producer Jeffrey Richards. Jeffrey was interested in revisiting *Wholesale*, but not in simply reviving it. He wondered if there might not be a way to import some of the raw, unfiltered tone of my dad's novel into the musical on which it was based.

I Can Get It for You Wholesale, the novel, was a sensation when it was published in 1937. It tells the story of Harry Bogen, a bad man, behaving badly, and getting away with it. And Harry was specifically and unequivocally a Jew, operating entirely inside the boundaried Jewish world of New York City's Garment District.

The novel ends with Harry triumphant, reveling in what he experiences as his success despite the enormous damage he has done to other people to achieve that success. He feels no remorse. There's no redemptive gesture, no happy ending.

On Broadway in 1962, there was. In 1962, Harry acknowledged the damage which he had done, the plot was adjusted so that he was

given an opportunity to undo it, which he did, and he was reunited with the best people in his life, who presumably were going to guide him forward into a better future.

One has to at least speculate that the enormously talented team assembled to make *Wholesale* into what they hoped would be a long-running Broadway hit were pulled towards this adjustment by what they perceived to be the expectations of 1960s musical theater audiences, which, despite the advent of shows like *West Side Story* and *Gypsy*, were still mostly in the market for upbeat, unchallenging entertainment.

I never discussed it with my dad, so I can only speculate. But much had happened in the musical theater between 1962 and 2015 when Jeffrey called me, and the notion of adjusting the tone of *Wholesale* back to something more like what it had been in 1937 felt like an appealing and exciting challenge.

So we went to work.

And by we, I mean most immediately and most essentially the director with whom I partnered before I ever put pen to paper, Trip Cullman. Trip brought to the project his own intense, personal experience of growing up as a member of a multi-generational Jewish family in New York. Working with him to achieve what became our shared ambition for *Wholesale*—not to simply remount the show, but to reimagine it—would turn out to be one of the most satisfying collaborations in my career.

A collaboration which quickly expanded to include another essential artist, the brilliant music adapter and arranger, David Chase.

Harold Rome made his Broadway debut in 1937—coincidentally the same year *Wholesale* was published—with a smash hit revue,

## LINERATURE

*Pins and Needles*, which was also coincidentally set in the Garment District.

Rome would go on to write a string of successful shows, among them *Wish You Were Here, Fanny,* and *Destry Rides Again.* But with the score to *Wholesale*, it felt as if he had hit a deeply personal, almost autobiographical vein, as had my dad: Jewish Americans writing about being Jews in America.

Chase heard that personal intensity, and in adjusting the score forward from 1962 to 2023, he enriched it and illuminated it, perhaps most powerfully when he created a Finale which used reprises to deliver the darker, more disturbing conclusion which the tone and structure of the novel demanded.

He also guided Trip and me to material, housed in the Rome archives at Yale, which had been cut from the 1962 production: songs which Rome had written for the show, which, while they were not in it, were still of it.

Exploring these materials together, we decided to swap out the number which had opened the show in 1962, "I'm Not a Well Man," for one which felt like it more powerfully captured the desperate energy of the Garment District in crisis: "Somebody Else."

We also discovered two songs which had been cut from the show, "Grab 'Em While I Can" and "Love Is Not Enough," which David braided together to create a new, essential musical scene for the two women in Harry's life in Act II.

The work was coming together, work which would continue over the course of several workshops and readings as we added other artists to the enterprise, multi-talented music director and orchestrator Jacinth Greywoode, gifted and delightful choreographer Ellenore

Scott, and a family of actors who would become attached to the show and contribute not just their talents to it but their insights as well—they're all on this album—most importantly the actor who entirely understood and embodied Harry Bogen, Santino Fontana.

Trip, David and I, along with our cast, had one other collaborator, an essential one to whom I will always be grateful. Jill Rafson was the literary manager at the Roundabout when we did a workshop there in 2017. Todd Haimes liked the show but in the end decided not to produce it, which was disappointing, but which turned out to be a blessing in disguise. Because when Jill was hired as the Artistic Director at Classic Stage Company, she brought *Wholesale* with her and made it her first production.

Jill was our champion, and Classic Stage was the perfect space in which to finish our work—most notably with the addition of a prologue and an epilogue which framed Harry's story and gave it a context which it had not had in 1962.

You can hear them both on this album. The epilogue, a Sabbath celebration of communion and community, a gathering of those who have survived Harry from which Harry is the only person absent, and the prologue, danced against Rome's overture, in which we see Harry at the beginning of his life, an eager little boy, racing through the Garment District, delivering bolts of cloth and finished dresses, earning a meagre but honest day's pay, until he is accosted by a thug of a different ethnicity, who slugs him, takes his coins, and leaves him with the ugliest of antisemitic epithets.

I Can Get It for You Wholesale. 1962, backward to 1937. Forward to today. Enjoy.

- John Weidman, New York, NY, January 2025



## ACT ONE

New York City's Garment District, 1926. A boy swirls through the bustling streets, carrying fabric to immigrant workers. He's paid pennies, then mugged (**Prologue**). Home in the Bronx, the boy's mother, shocked by the attack, attempts to console him (**Eat a Little Something**).

Eleven years later. 1937. The boy, now grown, introduces himself as Harry Bogen, a shipping clerk who toils for fifteen bucks a week and lives with his mother—and even that's in jeopardy becuase the shipping clerks are on strike (Harry Bogen. How You Doing?).

In the office of dressmaker Maurice Pulvermacher, his secretary, Miss Marmelstein, juggles clients impacted by delays. Pulvermacher laments his situation. (Somebody Else).

Harry barges in with a solution: ditch the strikers and hire Harry's new (scab) company, The Needle Trades Delivery Service. He's hired.

Harry and his friend Tootsie celebrate, but they need cash to succeed. Harry shares his philosophy: be a pitcher, not a catcher (**The Way Things Are**). His ego inflated, Harry leaves to find investors.

Harry exhausts his rolodex and visits an old friend as a last resort: Ruthie Rivkin (When Gemini Meets Capricorn). Cleareyed but smitten, she invests.

Harry shares the good news with his mother (Momma, Momma!), spoiling her with gifts as his business grows. Eager for his next venture, Harry asks his mother to host a lavish dinner to impress potential partners.

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At dinner, Mrs. Bogen's cooking dazzles salesman Teddy Asch, dress designer Meyer Bushkin, Meyer's wife Blanche, and faithful Ruthie. United behind Harry's new dressmaking business, Apex Modes, they celebrate with a traditional kazatske (The Family Way).

Mrs. Bogen is wise to her son's charm. While cleaning after dinner, she warns Ruthie not to count on Harry (**Too Soon**).

Nevertheless, Ruthie hints at marriage (Who Knows?), offering to invest her dowry in Apex Modes. Harry declines.

At Club Rio Rhumba, Harry offloads The Needle Trades business onto his partner, Tootsie, to secure the ten grand he needs to launch Apex Modes. Martha Mills, Harry's date, admires Harry's resourcefulness (The Sound of Money).

The Apex Modes office prepares for their first show (Apex Modes). Mlss Marmelstein — who now works for Harry — is frazzled (Miss Marmelstein).

Teddy confronts Harry about his lavish spending, but Harry doubles down — he's doing it his way. Meyer, overwhelmed by weeks of toil, is reinvigorated by an affirmation of love from his wife (Have I Told You Lately?).

Blanche gives the partners a pep-talk, and the ladies help Teddy and Miss Marmelstein with the big show (Ballad of the Garment Trade). Afterward, everyone waits anxiously until Teddy enters with a fistful of orders — they are a hit! Harry fields praise from Ruthie but breaks a date with her and follows Martha to her apartment. He isnow officially "a pitcher" (Finale Act I).

#### **ACT TWO**

In his new penthouse, Harry hosts the bar mitzvah of Blanche and Meyer's son, Sheldon (The Penthouse). Harry presents the boy with a generous check. Thankful, they praise what's important — each other (A Gift Today). Teddy, however, notices the check was drawn on the company account; Harry blames MIss Marmelstein and tears up the check. Ruthie overhears Harry gifting a car to Martha over the phone and grows suspicious.

While Harry sleeps at Martha's apartment, she and Ruthie, awake in their respective homes, lament how Harry will never commit and decide to put themselves first. (Grab Them While I Can / Love Is Not Enough).

At the office, Teddy confronts Harry with a handful of cancelled checks, then quits. Harry, painting Teddy as the villain, manipulates Meyer into opening a company slush fund in his own name (Have I Told You Lately? (Reprise 1)). Ruthie warns Harry that his creditors

are on to him. She calls him a crook and Harry counters that she never loved him (Have I Told You Lately? (Reprise 2) / On My Way to Love).

Martha's checks from Harry start bouncing. Teddy, who's made a bundle by selling his share of the company, buys Martha a drink and offers her a new path (What's in It for Me?).

Pulvermacher enters the Apex Modes showroom (Pulvermacher). Teddy joins, offering to buy out the stock, steeply below cost. Miss Marmelstein refuses, but she and the workers slowly realize the truth — they're bankrupt (What Are They Doing to Us Now?).

Harry's mother requests a visit, enabling Blanche to confront Harry. Blanche makes him promise Meyer won't be harmed at the bankruptcy hearing. Once he does, Mrs. Bogen serves Harry a home-cooked meal. (Eat a Little Something (Reprise)).

The hearing. Despite his promise,
Harrysets up Meyer to take the fall.
He's sentenced to two years in jail.
Pulvermacher, impressed by Harry's
cunning, hints at letting Harry take over
his business. Harry doubles down on his
philosophy of life to "be a pitcher," while
his community, people once deemed
family, sit down to Shabbat dinner
without him (Finale Act II).

Kristen Rea, New York, NY, February 2025



## ACT 1 PROLOGUE

#### COMPANY

THERE'S A SMALL GROUP IN MANHATTAN MAY THEY PROSPER, THRIVE, AND FATTEN MEN WHO FACE DISASTER DAILY WITH A SMILE

TO THEIR BROADWAY BARRICADES
GO THESE DERRING-DO BRIGADES
AS THEY TRY TO FIGURE OUT THIS SEASON'S
STYLE...

(Instrumental)

#### YOUNG TOUGH

(Interrupting, attacking YOUNG HARRY) Kike.

### 2. EAT A LITTLE SOMETHING

#### MRS. BOGEN

Oh, my God! Heshie! Who did this to you?!

#### YOUNG HARRY

He took the money, Ma. He was bigger than me.

#### MRS. BOGEN

They're always bigger, Heshie. Always. Here... Sit...Sit...

EAT A LITTLE SOMETHING, TRY A LITTLE SOMETHING THINGS WON'T LOOK SO BAD ONCE YOU HAD A BITE OR TWO.

CHEW A LITTLE SOMETHING, TOUCH A LITTLE SOMETHING, EAT IT WHILE IT'S HOT. SO, WHY NOT? IT'S GOOD FOR YOU.

FORCE YOURSELF, JUST A TASTE GO AHEAD, START IN. SUCH A HOME COOKED MEAL.

WHO COULD WASTE IT? IT'S A SIN. EAT A LITTLE SOMETHING...

Better...? Now wash your face and into bed, because tomorrow morning, first thing, back out you go.

## 3. HARRY BOGEN. HOW YOU DOING?

#### HARRY

Harry Bogen. How you doing? That was me then. This is me now. And what I am now is a shipping clerk. Which is frankly not that different from what I was then. I push racks of dresses around ten square blocks of charmless real estate in Manhattan called the Garment District. I do this twelve hours a day, six days a week, in exchange for which I am paid the munificent sum of fifteen bucks. Except not for the last two weeks, cause my fellow shipping clerks and I have been on strike. No work, no pay. This room I'm in now, it's a waiting room. One way or another, the waiting is about to end ...

## 4. SOMEBODY ELSE

#### **PULVERMACHER**

FOR EV'RY RACE THERE MUST BE A WINNER. FOR EV'RY CONTEST ONE MAN COMES THROUGH.

FOR EV'RY TESTIMONIAL DINNER
THERE MUST BE ONE GUY WHO GETS
TESTIMONIALED TO

WHY DOES THE FICKLE FINGER OF FATE ALWAYS CHOOSE ME TO DISCRIMINATE? WHY NOT ONE DAY GIVE A POINT MY WAY?

THE LOVELY SUNSHINE SEEMS TO KEEP ON SHINING
FOR SOMEBODY ELSE, NOT ME
THE STORMY GREY CLOUDS HAVE A
PLAT'NUM LINING
FOR SOMEBODY ELSE, NOT ME!

ONCE I WOULD LIKE TO HOLLER PROUDLY, "BINGO!"
ONCE BEFORE I GO!

THE BUTCHER SHOP OF LIFE PUTS THE BEST GRADE CUTS IN, THE GOLFING GAME OF LIFE PUTS THE LONGEST PUTTS IN, THE HERSHEY BAR OF LIFE PUTS THE BIGGEST NUTS IN FOR SOMEBODY FLSE NOT ME!

#### MISS MARMELSTEIN/CLERK

SOMEBODY ELSE NOT ME!

#### MEYER/CLERK #2

SOMEBODY ELSE NOT ME!

#### **PULVERMACHER**

SOMEBODY ELSE NOT ME!

ONCE I WOULD LIKE TO WIN THE DAILY DOUBLE!
ONCE BEFORE I GO!

THE TURKISH BATHS OF LIFE SAVE THE HOTTEST SCHWITZES,
THE SKI RESORTS OF LIFE SAVE THE SAN MORITZES,
THE SELTZER BOTTLE OF LIFE SAVES THE STRONGEST SPRITZES
FOR SOMEBODY ELSE NOT ME!

### MISS MARMELSTEIN (+CLERK #1)

SOMEBODY ELSE NOT ME!

## MEYER (+CLERK #2) SOMEBODY FLSE NOT ME!

#### **PULVERMACHER**

SOMEBODY ELSE NOT ME! FOR SOMEBODY ELSE...

#### **OTHERS** (variously)

SOMEBODY ELSE... SOMEBODY ELSE...

#### ALL

NOT ME!

### 5. THE WAY THINGS ARE

#### HARRY

Being poor killed my old man, Tootsie. It ain't gonna kill me.

#### TOOTSIE

I understand, but-

#### HARRY

Listen to me...

YOU GO ALONG FOR A LONG, LONG TIME KNOWING SOMETHING IN YOUR BONES BUT NOT TOO CLEAR THEN ONE DAY SOMETHING HAPPENS TO YOU, BOOM!
YOU REALLY GET TO KNOW IT, KNOW IT COLD, UP HERE!

LIKE TODAY
TODAY I SUDDENLY KNEW
WHAT I'VE KNOWN SINCE BEFORE I WAS
GROWN UP.
THERE ARE TWO KINDS OF PEOPLE IN THIS
WORLD, TOOTSIE, ONLY TWO!

YOU'RE EITHER A PITCHER, DISHING IT OUT, GIVING THE ORDERS, HAVING YOUR SAY, OR A CATCHER WAITING AROUND TO HANDLE WHAT THE OTHER FELLER SENDS YOUR WAY! FROM NOW ON, I'M TELLING YOU, MY CATCHING DAYS ARE THRU!

#### TOOTSIE

I get it Harry, I mean I think I do-

#### HARRY

YOU'RE THE CATCHER, OR THE PITCHER! YOU'RE BAMBOOZLED, OR YOU GET RICHER. YOU GET DONE TO OR YOU DO IT. THAT'S THE WAY THINGS ARE.

THAT'S THE WAY THINGS ARE AND THEY'VE ALWAYS BEEN.

IF YOU'RE ON THE COLD OUTSIDE AND YOU'RE WANTING IN.

YOU GOTTA CLIMB HIGHER, ALWAYS CLIMB, CLIMB!

I'M A PITCHER
FROM NOW ON I'M PITCHING
I'VE CAUGHT ON TO THE WAY THINGS ARE!

#### TOOTSIE

Where you going?

#### HARRY

To find five hundred bucks!

## 6. WHEN GEMINI MEETS CAPRICORN

#### RUTHIE

On the subway, I happened to glance at my horoscope. "Capricorn. Be prepared for a pleasant surprise in the form of a visit from an old school chum."

#### HARRY

Come on-!

#### RUTHIE

Let's see what it says about you. You're Gemini.

#### HARRY

I am?

#### RUTHIE

"Gemini. A good day to pay a visit to an old school chum who can be useful in providing some much-needed assistance." What kind of assistance, Harry?

#### HARRY

Please! You don't really believe that stuff, do you?

#### RUTHIE

They couldn't put it in the papers if it wasn't true....

#### HARRY

COMMON SENSE SAYS NO, IT COULD NOT BE SO.

#### RUTHIE

BUT A GREAT MANY FOLKS KEEP TRACK EVERY SINGLE DAY WHAT ASTROLOGERS SAY GOES ON IN THE ZODIAC

#### HARRY

COMMON SENSE SAYS NO!

#### RUTHIE

WHY BE CON OR PRO? KEEP AN OPEN MIND—DON'T CHOOSE. IT'S KIND OF FUN TO HALF BELIEVE IT. WHAT'S A PERSON GOT TO LOSE?

#### HARRY

WHAT'S A PERSON GOT TO LOSE?

WHEN GEMINI MEETS CAPRICORN ON HER WAY FROM THE I.R.T. COULD BE COINCIDENCE.

#### RUTHIE

COULD BE ASTROLOGY.
WHEN CAPRICORN MEETS GEMINI



#### HARRY

Nothing. There's nothing—

#### RUTHIE

What kind, Harry?

#### HARRY

Ruthie, come on, you make it sound like-

#### RUTHIE

Harry!

#### HARRY

OK! OK...Actually, there <u>is</u> something you could do for me.

#### RUTHIE

COULD BE THE WHOLE EVENT WAS AN ACCIDENT!

#### HARRY

COULD BE FORETOLD IN THEIR HOROSCOPE, PLAIN AS DAY.

#### RUTHIE

PLAIN AS DAY.

#### BOTH

PLAIN AS DAY.

## 7. MOMMA, MOMMA!

#### HARRY

WHAT'S THE USE OF TALKING, IT'S AS PLAIN AS PLAIN

JUST FROM WHERE I GOT MY GOOD SENSE AND MY BRAIN

ALL MY BETTER QUALITIES, MY LOOKS AND CHARM.

FROM A CERTAIN MARRIED LADY THAT I LOVE TO PIECES—

#### MRS. BOGEN

Oh, Harry-

#### HARRY

MY MOM.

MOMMA, MOMMA, MOMMA, MOMMA, WHY DID YOU HAVE TO BE MADE SO PERFECTLY, MOMMANIU?

MOMMA, MOMMA, MOMMA, WHO WILL I EVER SEE HALF SO GOOD FOR ME, MOMMANIU?

HOW COULD I EVER MEET
A GIRL AS SWEET
TO MAKE ME CARE
NO MATTER WHAT A HONEY
NO MATTER HOW MUCH MONEY
WHERE'S THE ONE TO COMPARE

TO MY OWN MOMMA, MOMMA, MOMMA, MOMMA, HOW CAN I HELP IF I PASS THE OTHER GIRLS BY BY BY

THOUGH I KEEP WIDE AWAKE AND LOOKING FOR

A GIRL THAT I CAN TAKE HOME AND ADORE THEY JUST DON'T SEEM TO MAKE THEM ANYMORE

LIKE MY OWN MOMMA, MOMMA, MOMMA, MOMMA, MOMMA.

#### MRS. BOGEN

Guess who I ran into today at Wannamaker's? Frieda Rivkin. Frieda said you'd been keeping company with her daughter, Ruthie.

#### HARRY

"Keeping company?" I ran into Ruthie, we had sodas at Schrafft's a couple times to catch up—

#### MRS. BOGEN

The Ruthie I remember was a very nice girl.

#### HARRY

There's only one girl for me...

MOMMA, MOMMA, MOMMA, MOMMA, WHY DID YOU HAVE TO BE MADE SO PERFECTLY, MOMMANIU? MOMMA, MOMMA, MOMMA, MOMMA, WHO WILL I EVER SEE HALF SO GOOD FOR ME, MOMMANIU?

#### MRS. BOGEN

Ooh, look at that. What's in the box?

#### HARRY

Open it and find out!

#### MRS. BOGEN

Harry!

#### HARRY

MOMMA, MOMMA, MOMMA, DY-DIDDA-DY-DEE-DEE HERE SLIP INTO THIS, MOMMANIU.

#### MRS. BOGEN

RIGHT NOW IN THE MIDDLE OF THE BLINTZES?

#### HARRY

BANG WITH A ONE TWO THREE.

#### MRS. BOGEN

HARRY, WHAT HAS GOT INTO YOU?

#### HARRY

SO TRY IT ON FOR ME
I GOTTA SEE
IS IT YOUR SIZE?
OH DEAR, IT'S MUCH TOO BAGGY
DOWN HERE IN FRONT IT'S SAGGY

#### MRS. BOGEN

DON'T BE SMART, MISTER WISE GUY.
SO LET IT BE BAGGY, SAGGY.
MY NECK IT COULDN'T CHOKE
IT'S ENOUGH TO JUST LOOK AND STROKE

#### HARRY

DOWN IN THE PARK THEY'LL FAINT WHEN YOU GO BY



#### MRS. BOGEN

A REAL LIVE SILVER FOX FOR ME, OH MY. WHEN MY FRIEND ETHEL SEES IT, OH, SHE'LL DIE.

#### **BOTH**

MOMMA, (HARRY), MOMMA, (HARRY), MOMMA, (HARRY), MOMMA, (HARRY), MOMMA, (HARRY), MOMMA, (HARRY), MOMMA.

## 8. THE FAMILY WAY

#### MRS. BOGEN

A bissel wine for the sales genius, Mr. Asch.

#### HARRY

What's with the mister? He's in the family now. Ma, meet Teddy.

#### MRS. BOGEN

How do you do, Teddichkeh?

#### TEDDY

Teddichkeh! That's what my own mother used to call me!

#### MRS. BOGEN

What else?

TEDDICHKEH MEET RUTHALEH.
RUTHALEH MEET TEDDICHKEH

#### **RUTHIE & TEDDY**

PLEASED TO MEET YOU (RUTHALEH) (TEDDICHKEH)

#### MRS. BOGEN

DYE-DYE-DIGA DIGA DYE.

#### ALL

DYE, DYE, DYE

#### MRS. BOGEN

TEDDICHKEH MEET MEYERLA MEYERLA MEET TEDDICHKEH

#### **TEDDY & MEYER**

PLEASED TO MEET YOU (MEYERLA) (TEDDICHKEH)

#### ALL

DYE, DYE, DIGA, DIGA, DYE DYE, DYE, DYE!

#### HARRY

EV'RYONE MEET IDALEH, A MAMALEH OF MINE WHAT CAN IT HURT, IDALEH A GLASS PASSOVER WINE!

#### MRS. BOGEN

TEDDICHKEH MEET BLANCHELAH BLANCHELAH MEET TEDDICHKEH



#### BLANCHE & TEDDY

PLEASED TO MEET YOU (TEDDICHKEH) (BLANCHELAH)

#### ALL

CHARMED TO MAKE THE ACQUAINTANCE DYE, DYE DIGA DIGA DYE

#### MRS. BOGEN

(All excited)
DYE, DYE, DYE

#### OTHERS

HYE, DIGGA-DYE DYE DYE

#### RUTHIE:

TEDDICHKEH MEET IDALEH IDALEH MEET TEDDICHKEH

#### MRS. BOGEN & TEDDY

PLEASED TO MEET YOU (IDALEH) (TEDDICHKEH) HOORAY THE FAMILY WAY

#### RUTHIE

TEDDICHKEH MEET HARELA HARELA MEET TEDDICHKEH

#### HARRY & TEDDY

PLEASED TO MEET YOU (HARRELA) (TEDDICHKEH) HOORAY THE FAMILY WAY

#### **OTHERS**

HYE, DIGGA-DIGGA-DAY HYE, DIGGA-DYE DYE DYE

HOORAY THE FAMILY WAY

HYE, DIGGA-DYE DYE HYE, DIGGA-DIGGA-DAY HYE. DIGGA-DYE DYE DYE

HOORAY THE FAMILY WAY

#### TEDDY

OH I FEEL SO—I DON'T KNOW
I CAN'T FIND WORDS TO SAY
LOOK AT ME—WHO THOUGHT I'D BE
IN THE FAMILY WAY

#### BLANCHE

Ooh what he said!

#### ALL

HYE, DIGA-DYE, DYE, DYE HYE, DIGA, DIGA-DAY HYE, DIGA, DYE, DYE, DYE DYE, DYE, DYE DYE, DYE DYE, HOORAY THE FAMILY WAY

#### RUTHIE:

OH WHAT A PLEASURE TO BE PART OF ONE FAMILY NOT ALONE WITH NO ONE TO CARE FOR YOU

#### OTHERS

HYE, DIGA, DYE, DYE, DYE HYE, DIGA, DIGA-DAY HYE DIGA DYE, DYE, DYE HOORAY. THE FAMILY WAY

#### BLANCHE

LIVE ONE FOR ALL, ALL FOR ONE GIVE AND GET LOTS OF FUN HAVE A HOME WITH LOVE BLOOMING THERE FOR YOU

#### OTHERS (CONT'D)

HYE, DIGA, DIGA, DAY HYE, DIGA, DIGA, DAY HYE, DIGA, DYE, DYE, DYE HOORAY, THE FAMILY WAY

#### MRS. BOGEN

COME SHINE, COME RAIN YOU'VE GOT WHO TO SHARE THE LAUGHS AND THE PAIN

#### OTHERS (CONT'D)

HYE, DIGA DYE, DYE DYE DYE ZEH! DYE, DYE, DYE, DYE ZEH! DYE, DYE, DYE, DYE

#### MEYER

PLURAL IS THE BEST ANY DAY SINGULAR IS PASSE I SAY HOORAY FOR THE FAMILY WAY!

#### OTHERS (Cont'd)

HYE DIGA, DYE, DYE, DYE HYE, DIGA DIGA DAY HYE, DIGA DYE, DYE, DYE DYE, DYE, DYE DYE, DYE, DYE HOORAY THE FAMILY WAY.

#### ALL

HOORAY THE FAMILY WAY. HYE, DIGGA-DYE DYE DYE HYE, DIGGA-DIGGA-DAY HYE, DIGGA-DYE DYE DYE, DYE, DIGGA, DIGGA DYE! DYE, DYE, DYE!

HYE, DIGGA-DYE DYE DYE HYE, DIGGA-DIGGA-DAY HYE, DIGGA-DYE DYE DYE, DYE, DYE, DIGGA, DIGGA DYE! DYE, DYE, DYE!

HYE, DIGGA-DYE DYE DYE HYE, DIGGA-DIGGA-DAY HYE, DIGGA-DYE DYE DYE THE FAMILY WAY, HEY!

## **9. TOO SOON**

#### RUTHIE

I'm a big girl, Mrs. Bogen.

#### MRS. BOGEN

Of course. Just be a little careful, huh?

#### RUTHIE

Careful?

#### MRS. BOGEN

MAKING A SUCCESS IS LIKE BAKING A CAKE
JUST FROM OUT OF THIN AIR YOU NEVER MAKE
EGGS AND FLOUR
MILK AND SUGAR
YOU MUST USE, YES?
THE SAME LIKEWISE WITH SUCCESS

I CAN SEE ON THE LABEL HOW IT WOULD READ "SUCCESS CONTAINED HEREIN IS MADE FROM THE FINEST INGREDIENTS, FIVE HUNDRED BORROWED DOLLARS, ONE BRONX BRAIN, VERY CLEVER, LOTS OF NERVE, PURE AMBITION AND ASSORTED PEOPLE ONLY THE BEST PEOPLE WE GUARANTEE ARE BEING USED IN THIS TIME-TESTED RECIPE." RUTHIE, RUTHIE, WHAT CAN I SAY? TAKE CARE!

SOMETIMES, SOME MEN, PUSHING FAST AHEAD FORGET WHERE THEY COME FROM OR HOW THEY GOT THERE.

#### RUTHIE

I know that, Mrs. Bogen.

#### MRS. BOGEN

Do you?

TOO SOON, DON'T GIVE YOUR HEART AWAY TOO SOON, OH NO, DON'T LET IT GO TOO LATE YOU'LL LEARN IF YOU'RE NOT LOVED IN RETURN
THE WORLD'S A HUNDRED TIMES MORE
LONELY

WAIT, WAIT A WHILE TRUE LOVE WON'T RUN AWAY LOVE THAT'S FOR REAL WILL STAY YOU MAY HAVE TEARS TOMORROW IF TOO SOON YOU GIVE YOUR HEART TODAY.

#### HARRY

You ready, Ruthie?

#### RUTHIE

I'm ready. And we're not going to Schrafft's this time, either. Good night, Mrs. Bogen.

#### MRS. BOGEN

Good night, Ruthie. Ruthie, just be a little...have a good time.

WAIT A WHILE!
TRUE LOVE WON'T RUN AWAY
LOVE THAT'S FOR REAL WILL STAY
YOU MAY HAVE TEARS TOMORROW
IF TOO SOON YOU GIVE YOUR HEART TODAY.

## 10. WHO KNOWS?

#### RUTHIE

NEW YORK IS A WONDERFUL TOWN, A VERY STIMULATING PLACE TO BE.

IT'S FULL OF GALLERIES AND EXHIBITIONS, MOST ARE ABSOLUTELY FREE.

AND CONCERTS LIKE AT LEWISOHN STADIUM, PLUS AT CARNEGIE HALL.

I SIT WAY UP TOP BUT IT'S WONDERFUL ACOUSTICS. THAT'S WHERE IT SOUNDS BEST OF ALL.

ART LECTURES AT THE METROPOLITAN.
I ATTENDED ANCIENT GREECE THE
OTHER DAY.

#### HARRY

Really?

#### RUTHIE

THE MODERN DANCE AND BALLET AT THE Y.M. AND W.H.A.

#### HARRY

Ha!

#### RUTHIE

AND LEGITIMATE PLAYS ON BROADWAY. DON'T YOU THINK ODETS IS GREAT?

#### HARRY

Great.

#### RUTHIE

NOT DOWNSTAIRS, OF COURSE. I GET LAST MINUTE BALCONY DOWN AT GRAY'S CUT RATE.

WHAT BETTER WAY CAN A SINGLE GIRL WITH LEISURE SPARE TIME FIND,

THAN TO GO AROUND, BROADEN OUT HER BACKGROUND, ALSO IMPROVE HER MIND PLUS IT GIVES MORE CHANCE FOR MEETING UP WITH PEOPLE, WOULDN'T YOU SAY?

#### HARRY

I guess.

#### RUTHIE

SUCH AS CERTAIN MEMBERS OF THE OPPOSITE SEX SHE HOPES TO GET INVOLVED WITH SOME DAY.

AND WHO CAN TELL, WHO KNOWS
WHEN THEY MIGHT COME ONE'S WAY!

WHO KNOWS WHEN I'LL SEE HIM, WHO KNOWS?
OR WHY IT WILL BE HIM, WHO KNOWS?

PERFECT HE DOESN'T HAVE TO BE. GOOD LOOKING, OR RICH, OR SMART, LONG AS HE'S CRAZY AFTER ME, AND WE SEE HEART TO HEART.

WHO KNOWS WHEN HE'LL BE THERE, WHO KNOWS?

ONE DAY HE'LL SEE ME THERE AND HOLD OUT HIS ARMS

FIRST HE'LL KISS ME, SAY HE LOVES ME, AND THEN PROPOSE.

BUT WHY, WHERE, WHEN, WHO KNOWS?

#### HARRY

WELL, I GUESS LIKE TEDDY ASCH WOULD SAY, I'D BETTER MAKE WITH THE FEET.
TOMORROW'S GONNA BE A REAL BUSY DAY BEFORE THE NEW DEAL IS COMPLETE.

#### RUTHIE

Congratulations, Harry. On the business.

#### HARRY

Thanks... Although congratulations may be just a tiny bit premature. I know where my ten grand for Apex Modes is coming from. I just haven't exactly got my hands on it yet.

#### RUTHIE

Harry... I've got ten thousand dollars. Well, Papa had, but it's for me, or rather for the man I marry.

#### HARRY

Ruthie, it isn't you, it's the Bronx. You want to stay. I got to get out. What you're entitled to get for your ten grand, right now, I haven't got to give.

#### RUTHIE

FIRST HE'LL KISS ME, SAY HE LOVES ME AND THEN— PROPOSE. BUT WHY WHERE WHEN, WHO KNOWS?

## 11. THE SOUND OF MONEY

#### MARTHA

Shhh!

#### HARRY

What?

#### **MARTHA**

You hear that?

#### HARRY

Hear what?

#### **MARTHA**

THERE'S EVERY INDICATION
WE TWO SHOULD GET TOGETHER
WE'RE TUNED TO THE SAME STATION
BIRDS OF A FEATHER.

#### HARRY

I FEEL A STRANGE ATTRACTION

#### **MARTHA**

Do you really?

#### HARRY

WE SHARE THE SAME REACTION ANTENNAS BOTH AWARE

#### BOTH

OF THAT CERTAIN SOMETHING CALLING CALLING TO US, IN THE AIR

#### MARTHA

THE SOUND OF MONEY
THE LOVELY SOUND OF MONEY

#### HARRY

Right.

#### **MARTHA**

I FIND IT QUITE APPEALING

#### HARRY

A FEELING WE BOTH SHARE.

#### **MARTHA**

IT SEEMS TO CHEER ME WHENEVER IT IS NEAR ME

#### HARRY

IT ELEVATES MY SPIRIT TO HEAR IT. IN THE AIR.

#### **MARTHA**

WHAT SAVAGE SPLENDOR
THAT MATING CALL OF LEGAL TENDER

#### HARRY

AS DOLLARS MEET IN SWEET SURRENDER

#### **MARTHA**

AND WHEN THE ROMANCE ENDS ...

#### HARRY

**DIVIDENDS!** 

#### HARRY

THE SOUND OF MONEY.
THE LOVELY SOUND OF MONEY
I FIND IT QUITE APPEALING
A FEELING WE MAY SHARE

IT SEEMS TO CHEER ME WHENEVER IT IS NEAR ME IT ELEVATES MY SPIRIT TO HEAR IT. IN THE AIR.

#### **MARTHA**

CHAUFFEURS STANDING BY
MAKE ME HEAR ANGELS HARMONIZE
A PENTHOUSE IN THE SKY
WHISPERS LULLABIES.

A GREAT BIG YACHT ABOUT TO DOCK MAKES SUCH A COUTH AND SOOTHING SOUND A BLOCK OF BLUE-CHIP STOCK MUSIC ALL AROUND.



## 12. APEX MODES

#### CLERK

Buttons, Miss Marmelstein!

#### **MISS MARMELSTEIN**

I'm getting them!

#### MODEL

The baster, Miss Marmelstein!

#### MISS MARMELSTEIN

I'm finding one!

#### CLERK#2

Glasses, Miss Marmelstein!

#### **WESTERN UNION BOY**

Signatures, Miss Marmelstein!

#### **CHORUS OF VOICES**

Miss Marmelstein! ... Miss Marmelstein! ... Miss Marmelstein! ... Miss Marmelstein!

## **13. MISS MARMELSTEIN**

#### MISS MARMELSTEIN

WHY IS IT ALWAYS MISS MARMELSTEIN MISS MARMELSTEIN?
MISS MARMELSTEIN?

#### VOICES

MISS MARMELSTEIN? MISS MARMELSTEIN? MISS MARMELSTEIN?

#### MISS MARMELSTEIN

OTHER GIRLS THEY CALL BY THEIR FIRST NAME RIGHT AWAY THEY GET COSY, IN-TI-MAY...KNOW WHAT I MEAN? NOBODY CALLS ME, HEY BABY DOLL OR HONEY DEAR OR SWEETIE PIE

#### **VOICES**

MISS MARMELSTEIN? MISS MARMELSTEIN? MISS MARMELSTEIN?

#### **MISS MARMELSTEIN**

EVEN MY FIRST NAME WOULD BE
PREFERABLE,
THOUGH IT'S TERRIBLE,
IT MIGHT BE BETTER
IT'S YETTA!
OR PERHAPS MY SECOND NAME—THAT'S
TESSYE
SPELLED, T, E, S, S, Y—E

BUT NO, NO, IT'S ALWAYS MISS MARMELSTEIN? YOU THINK AT LEAST MISS "M" THEY COULD TRY?

#### **VOICES**

MISS MARMELSTEIN!
MISS MARMELSTEIN!
MISS MARMELSTEIN!

#### MISS MARMELSTEIN

MISS MARMELSTEIN! MISS MARMELSTEIN? OH, I COULD DIE!

I'M A VERY WILLING SECRETARY
ENJOY MY WORK AS MY EMPLOYER WILL
CORROBORATE.
EXCEPT FOR ONE DISAPPOINTMENT, ONE
FLY IN THE OINTMENT.

IT'S GREAT,
I MEAN, SIMPLY GREAT!
THE AGGRAVATION
OF MY SITUATION
I MIGHT AS WELL GET IT OFF MY CHEST.
IS THE DRAB APPELLATION.



(PARDON THE BIG WORDS I APPLY, BUT I WAS AN ENGLISH MAJOR AT C.C.N.Y.) THE DRAB APPELLATION WITH WHICH I AM PERSISTENTLY ADDRESSED, — PERSISTENTLY, PERPETUALLY, CONTINUALLY, INEVITABLY ADDRESSED!

Believe me, it could drive a person positively psychosomatic!

#### VOICES

MISS MARMELSTEIN! MISS MARMELSTEIN! MISS MARMELSTEIN!

#### MISS MARMELSTEIN

WHY IS IT ALWAYS MISS MARMELSTEIN!
MISS MARMELSTEIN!
OH, MISS MARMELSTEIN?

OTHER GIRLS GET CALLED BY THEIR NICKNAME RIGHT AWAY.
SLIGHTLY NAUGHTY OR RISQUE, KNOW WHAT I MEAN?

#### VOICES

MISS MARMELSTEIN! MISS MARMELSTEIN! MISS MARMELSTEIN!

#### MISS MARMELSTEIN

NOBODY CALLS ME HEY COOCHY-COO OR BOOBALEH OR PASSION PIE.

EVEN "HEY THERE, BABE," THOUGH NOT RESPECTABLE, AIN'T SO OBJECTABLE, IT'S KIND OF CRUMMY, BUT CHUMMY.

COURSE IF I GOT MARRIED THAT WOULD DO IT. SO WHERE'S THE LUCKY GUY...HUH?

TILL THEN IT STILL IS MISS MARMELSTEIN! EVERY DAY I GET MORE AND MORE FUSSED.

#### VOICES

MISS MARMELSTEIN!
MISS MARMELSTEIN!
MISS MARMELSTEIN!

#### MISS MARMELSTEIN

MISS MARMELSTEIN!
MISS MARMELSTEIN!
MISS MARMELSTEIN!
OOOOOOHHHH, I COULD BUST!

## 14. HAVE I TOLD YOU LATELY?

#### MEYER

SOMETIMES SUDDENLY, IT COMES OVER ME... HOW YOU LOVE ME. OFTEN THROUGH THE DAY WHILE I WORK AWAY. I'M IMPATIENT SO... JUST TO LET YOU KNOW HOW I'M LIKEWISE.

AND I RESOLVE TO GET HOME EARLY, WITH ROSES FOR MY GIRLIE, AND KISS HER HAND, HER LIPS, HER NOSE, AND SAY:

HAVE I TOLD YOU LATELY
YOU LOOK SO LOVELY
EACH TIME I SEE YOU, MY HEART MELTS
AWAY?
IN THE RUSH OF LITTLE EVERYDAY THINGS
SOMETIMES YOU DON'T SAY THINGS
YOU MEAN TO SAY.

#### BLANCHE

HAVE I MENTIONED LATELY
I'M GLAD YOU TOOK ME
INSTEAD OF HOOKING SOMEONE
WITH A MILLION OR TWO



WHEN I THINK OF ALL THE GUYS I COULD HAVE BEEN STUCK WITH I SURE WAS IN LUCK WITH THE ONE I DREW.

#### BOTH

HAVE I TOLD YOU LATELY?
HOW MUCH YOURS TRULY LOVES YOU.

#### **MEYER**

Blanche, have I told you lately?

#### BLANCHE

What?

#### MEYER

You look so lovely.

#### BLANCHE

It's an Apex original.

#### **MEYER & BLANCHE**

IN THE RUSH OF LITTLE EVERYDAY THINGS SOMETIMES YOU DON'T SAY THINGS YOU MEAN TO SAY

#### BLANCHE

Meyer.

#### **MEYER**

Always listening.

#### BLANCHE

I'm glad you took me.

#### MEYER

Likewise. You know, Blanche, when I think-

#### BLANCHE

I know, of all the girls you could have been stuck with...

#### MEYER

I SURE WAS IN LUCK WITH THE ONE I DREW

#### BOTH

HAVE I TOLD YOU LATELY
HOW MUCH YOURS TRULY LOVES YOU.

## 15. BALLAD OF THE GARMENT TRADE

#### RUTHIE

What a business!

#### MISS MARMELSTEIN

In less than an hour, we'll know if we even <u>have</u> a business!

IF YOU DON'T WANT TO GET NERVOUS DO YOURSELF A GREAT BIG SERVICE STAY AWAY PLEASE, FAR FROM SEVENTH AVENUE

YOU CAN LOSE YOUR SENSE AND REASON GUESSING WHAT STYLE FOR NEXT SEASON YES, THE DRESS BUSINESS WILL MAKE A WRECK OF YOU.

#### RUTHIE, MISS MARMELSTEIN, BLANCHE, & MRS. BOGEN

ON GUESSING WHAT A DAME WILL SAY, A SHEER IMPOSSIBILITY, THESE POOR KIDS BRAVELY WORK AWAY AND TRY TO BUILD AN INDUSTRY HOW CRAZY, BOLD AND RECKLESS CAN HUMAN BEINGS BE?

#### TEDDY

Good afternoon, ladies and gentlemen, and welcome to the premiere showing of *Apex Modes Inc.* ... First on our stage, the lovely Vera, wearing one-zero-four. Basics come and basics go, right? But here is a basic that is not going anywhere—because basically, it's sensational. Ladies and Gentlemen, at forty-nine ninety-five, this is the biggest bargain on Seventh Avenue. And now, make way for the elegant Jeanette, in one of our most elegant creations. Number six-two-nine. which you'll be seeing in the next issue of ...well, I promised *Voque* I wouldn't tell.

Ladies and Gentlemen, number six-two-nine ... And now, our proudest moment, the number that represents for us the meeting of the world's two greatest streets—Broadway and Seventh Avenue. Here she is, direct from the Great White Way, wearing *Apex*'s number seven-seven, wrapped in "Martha's Pink" ... Miss Martha Mills!

## 16. FINALE ACT I

#### HARRY

What a moment, huh?

#### MARTHA

All that excitement, all those excited buyers. You know what that sounded like to me? In case I'm a little late getting home from the theatre, you go right in and lie down.

(She hands him the keys)

#### HARRY

YOU'RE EITHER A PITCHER, DISHING IT OUT, GIVING THE ORDERS, HAVING YOUR SAY, OR A CATCHER WAITING AROUND TO HANDLE WHAT THE OTHER FELLER SENDS YOUR WAY!

Six months ago I was just another poor slob from the Bronx. Tonight...

I'M A PITCHER
FROM NOW ON I'M PITCHING
I'VE CAUGHT ON TO THE WAY THING ARE!



### ACT TWO

## **ACT** 17. THE PENTHOUSE

#### HARRY

Jews. Help me out here, please. The rules, the regulations. The meat goes here, the dairy there. Friday night, the sun's going down, you turn on the radio to listen to the ballgame. Fine. A couple hours later you reach for the same knob on the same radio and—God forbid! God actually forbids it! Like God, who presumably has more consequential things to think about, is going to curl up in a ball and blow away if little Heshie Bogan turns off the Dodger game after dark on Hester Street! Nuts, all of it, right? Except maybe not all of it. Not absolutely all of it. Not, for example, gatherings like this one...

#### SHELDON

Sh'ma Yis-ra-eil, A-do-nai E-lo-hei-nu-

#### SHELDON

(As HARRY speaks) A-do-nai E-chad.

#### HARRY

(As SHELDON sings)

This is us, just us, without the fisheyes, and the sneers, and all the crap that comes at us from out there. Here we are. And this ritual, this particular ritual, this pause to recognize the exact moment when a boy steps across a line, from childhood into another world with no way back—there's nothing nuts about this one...

#### SHELDON, HARRY, RUTHIE, BLANCHE, MEYER, TEDDY, MRS. BOGEN

Sh'ma Yis-ra-eil, A-donai E-lo-hei-nu, A-do-mao E-chad.

## **18. A GIFT TODAY**

#### SHELDON

Holy smoke!

#### HARRY

Yes, Sheldon, holy smoke. Your first year's tuition at college.

#### SHELDON

Mr. Bogen, thank you!

#### HARRY

But remember...

THESE GIFTS ARE JUST A TOKEN
OF BIGGER ONES UNSPOKEN
FROM EVERY LOVING RELATIVE AND FRIEND.

#### TEDDY

GIFTS WE WISH YOU VERY MUCH, THINGS YOU CANNOT WEAR OR TOUCH, OR TELL TIME WITH, OR WRITE WITH, OR SPEND.

#### MEN

IF WE COULD HAVE THE POWER TO RAISE A WAND ON HIGH, COMMAND FOR YOU A GIFT TODAY.

WEALTH WE WOULDN'T WISH YOU OR THINGS THAT GOLD CAN BUY WHAT MONEY MAKES MONEY TAKES AWAY.

WE'D COMMAND YOU SOMETHING SPECIAL, GRAND AND WORTHY OF THIS DAY.

#### MRS. BOGEN

THE GIFT THAT I WOULD GRANT YOU IS MAY YOU NEVER TRADE FOR GLORY OR SUCCESS OR FAME YOUR OWN GOOD NAME.

#### WOMEN

YES, YOUR OWN GOOD NAME.

WE'D COMMAND YOU SOMETHING SPECIAL, GRAND AND WORTHY OF THIS DAY.

#### MEYER

THE GIFT THAT I WOULD GRANT YOU IS WHEN YOU NEED A FRIEND, YOU'LL FIND ONE HALF AS GOOD AND TRUE AS YOU KNOW WHO!

#### ALL

AS WE ALL KNOW WHO!
WE'D COMMAND YOU
SOMETHING SPECIAL,
GRAND AND WORTHY OF THIS DAY.

#### RUTHIE

THE GIFT THAT I WOULD GRANT YOU IS WHEN YOU MEET THE ONE, THE ONE, YOU'LL LOVE YOUR WHOLE LIFE THROUGH,
SHE'LL LOVE YOU TOO,
LIKE SHE'S LOVED BY YOU.

#### ALL

IF WE COULD HAVE THE POWER
TO RAISE A WAND ON HIGH,
COMMAND FOR YOU A GIFT TODAY.
WEALTH WE WOULDN'T WISH YOU
OR THINGS THAT GOLD CAN BUY.
WHAT MONEY MAKES
MONEY TAKES AWAY.
HAPPY BIRTHDAY
THIRTEENTH BIRTHDAY
FROM THE ONES THAT LOVE YOU SO.

#### BLANCHE

GOODBYE TO CHILDISH THINGS NOW, TO BOYISH THOUGHTS AND WAYS MAY LOVE BLESS EVERY DAY YOU KNOW. TO A BOY FAREWELL, TO A MAN ... HELLO.

#### ALL

TO A MAN ... HELLO.



## 19. GRAB THEM WHILE I CAN / A GIFT IS NOT ENOUGH

#### MARTHA

LET'S GET ONE THING VERY VERY CLEAR.
WEDDING BELLS WITH HIM I'LL NEVER HEAR.
SO WHY SHOULD I KEEP WISHING FOR A FISH
I'LL NEVER LAND

WHATEVER HE MAY PANT AND ASK FOR, IT WON'T BE MY HAND!

HE WON'T BE MARCHING SLOWLY DOWN THE AISLE FOR ME.

OR WEAR THAT SHY EXPECTANT BRIDEGROOM'S SMILE FOR ME.

AND WHEN LOVE CALLS, NIAGRA FALLS WON'T SEE US THERE.

I'LL NEVER WEAR THAT DIAMOND SOLITAIRE.

SO SINCE I'LL NEVER OWN THE GOOSE, THE ONLY USEFUL PLAN, IS KEEP HIM LAYING GOLDEN EGGS AND GRAB THEM WHILE I CAN.

#### RUTHIE

Memo, to Harry Bogen, Esq., President Apex Modes Inc., April 16, 1938. Dear Sir:

WE'VE BEEN DEALING WITH YOUR FIRM FOR QUITE A WHILE.

WE'VE COME TO LIKE YOUR LINE AND PRODUCT AND YOUR STYLE.

IT'S QUITE EXTRA SPECIAL, MUCH TO BE ADMIRED.

BUT DEAR SIR, THE SERVICE LEAVES A LOT BE DE DESIRED.

LACKS THAT CERTAIN PERSONAL ATTENTION, LACKS THAT CERTAIN TOUCH OF WARMTH AND CARE.

SO FOR REASONS TOO OBVIOUS TO MENTION, PLEASE ACCEPT OUR DEEP REGRETS, WE ARE CLEARING UP OUR DEBTS. AND TAKING OUR BUS'NESS ELSEWHERE.

#### **MARTHA**

HE'LL NEVER INTRODUCE HIS KIN OR FOLKS TO ME,

OR CASU'LLY TELL MARRIED PEOPLE'S JOKES
TO ME.

I'LL NEVER HEAR HIM WHISPER, "DEAR, PLEASE NAME THE DAY"

OR TOSS AWAY THE GODDAMN BRIDES BOUQUET.

#### RUTHIE

GOOD-BYE, HARRY BOGEN, MY ONE TIME HEARTS DESIRE. GOOD-BYE, DREAMS I KNEW THAT SET THE UNIVERSE ON FIRE. DON'T CRY TO SEE ME GO. FOR THOUGH IT

HURTS YOUR EGO YOU'LL CARRY ON, HARRY.

NEVER WORRY, BOY, YOU'RE TOUGH SO LONG, GOT TO GO NOW, I'VE GROWN UP AND I KNOW NOW LOVE IS NOT ENOUGH,

JUST TO LOVE IS NEVER ENOUGH!

#### MARTHA

THOUGH FIREWORKS START AND IN HIS HEART HE SINGS FOR ME.

HE'LL NEVER SLIP AND CLIP THOSE APRON STRINGS FOR ME.

#### RUTHIE

HARRY BOGEN, GOOD-BYE!

#### MARTHA

AND SOMEDAY SOON, HE'LL HONEYMOON

#### RUTHIE

GOOD-BYE!

#### **MARTHA**

WHERE OCEAN WINDS ARE BALMY

#### RUTHIE

GOOD-BYE!

#### MARTHA

WITH NINA, SUE OR SALLY WHO

#### RUTHIE

GOOD-BYE!

#### **MARTHA**

REMINDS HIM OF HIS MOMMY

#### MARTHA

SO SINCE I'LL NEVER OWN THE STOCK, THE ONLY USEFUL PLAN IS KEEP HIM PAYING DIVIDENDS

#### RUTHIE

LOVE IS NOT ENOUGH...

#### MARTHA

KEEP HIM DIGGING NUGGETS UP...

#### RUTHIE

LOVE IS NOT ENOUGH...

#### MARTHA

KEEP HIM LAYING GOLDEN EGGS AND GRAB THEM WHILE I CAN...

#### RUTHIE

GOT TO GO NOW, I'VE GROWN UP AND I KNOW NOW

#### MARTHA

AND GRAB THEM WHILE I CAN!

#### RUTHIE

JUST TO LOVE IS NEVER ENOUGH!

## 20. HAVE I TOLD YOU LATELY? (reprise 1)

#### MEYER

Harry, you're sure it's going to be all right?

#### HARRY

As long as you're with me and I'm with you, Meyer, it's going to be better than all right.

HAVE I MENTIONED LATELY I'M GLAD YOU TOOK ME...

#### MEYER

Better than all right. O.K., O.K, so...

#### HARRY

So here's what we do first. We go down to the bank and open a special account in the name of Meyer S. Bushkin.

#### MEYER

Why?

#### HARRY

WHEN I COUNT UP ALL THE GUYS I COULD HAVE BEEN STUCK WITH

#### MEYER

Harry, why?

#### HARRY

I SURE WAS IN LUCK WITH THE ONE I DREW—

#### MEYER

Harry-

#### HARRY

It's the government, Meyer. The tax situation. Teddy was supposed to be taking care of it. He didn't. It's killing us.

#### MEYER

So?

#### HARRY

So, we draw money out of the business, we put it in the special account. Then we write checks on the account made out to cash. A special present for Miss Springer, off the books, we draw out the cash. A palm at Fisher Fabrics needs a little greasing, we draw out the cash.

#### MEYER

And that's O.K.?

#### HARRY

Everybody up and down the street, they all do it. Hell, Pulvermacher practically invented it.

#### MEYER

He never mentioned it.

#### HARRY

IN THE RUSH OF SIMPLE EVERYDAY THINGS SOMETIMES YOU DON'T SAY THINGS...

How 'bout it, partner?

#### MEYER

I don't know... I guess, well... If you're sure it's O.K....

#### HARRY

HAVE I TOLD YOU LATELY HOW MUCH YOUR PARTNER...

#### HARRY & MEYER

LOVES YOU...

# 21. HAVE I TOLD YOU LATELY? (reprise 2) / ON MY WAY TO LOVE

#### HARRY

Ruthie! What are you doing here?

#### RUTHIE

Harry, did you send a case of whiskey to the credit manager of Fisher Fabrics? And three dresses to his wife?

#### HARRY

HAVE I TOLD YOU LATELY-

#### RUTHIE

How could you be so stupid?

#### HARRY

YOU LOOK SO LOVELY ...

#### RUTHIE

I work in a law office, Harry. One of our clients happens to be Fisher Fabrics.

#### HARRY

EACH TIME I SEE YOU...
MY HEART MELTS AWAY...

#### RUTHIE

Everybody knows the minute you try to bribe a credit man, it's all over the trade that you're desperate for cash!

#### HARRY

IN THE RUSH OF SIMPLE EVERYDAY THINGS... SOMETIMES YOU DON'T SAY THINGS—

#### RUTHIE

You take me seriously, Goddammit!

YOU DON'T HAVE TO SHOUT FROM NOW ON I'M OUT OF THE KITCHEN!

WHAT'S MORE I CAN'T STAND YOUR CIGARETTE BRAND AND I'M SWITCHIN'!

I'M UNHAPPY WITH THINGS THE
WAY THEY'RE OCCURRED.
IT IS TIME TO FACE THE FACTS AND
NOT MINCE A WORD.
CERTAIN PARTIES NAMED BOGEN
ARE GETTING THE BIRD.
AU REVOIR, FARE THEE WELL, AND
GOODBYE!
AND I'LL TELL YOU WHY!

A FUNNY THING HAPPENED

ON MY WAY TO LOVE.

I LOST THE YOUNG FELLA
I'D BEEN DREAMING OF.

HE CHANGED WHILE I WAITED,
AND HOPED FOR HIS CALL
TO SOMEONE WHO'S NO FUN
AT ALL.
NO TEARS, NO HURT SURPRISES!
IT'S WITH A PLEASANT GLOW I
REALIZE
THAT I'LL START FORGETTING.
WHAT ELSE CAN I DO?
AND MUCH THANKS FOR LETTING
ME PRACTICE ON YOU.

JUST THINK OF THE TREASURES THE JOY AND DELIGHT I'LL GIVE TO MY OWN MISTER RIGHT, MY OWN MR. RIGHT

#### HARRY

SO HASTA LA VISTA TA—TA, TOODLE—OO. THE WORLD WILL KEEP TURNING

#### RUTHIE

BUT NOT AROUND YOU. THERE'S SOMEONE ELSE WAITING WHO'S MORE THAN A FRIEND

#### HARRY

BEST WISHES AND DISHES I'LL SEND

#### RUTHIE

Thank you so much.

#### BOTH

SO LONG, I'M ON MY WAY THANKS FOR THE BUGGY RIDE, AND MAY I SAY.

#### HARRY

IF YOU HAD THAT MUCH LOVE SO DEEP TRUE AND STRONG HOW COME IT'S SO EASY TO TELL ME SO LONG AND HURRY TO MURRAY
HOW QUICK CAN YOU FALL
OH, NO
IT COULDN'T BE SO
WHAT A STALL
YOU NEVER LOVED ME AT ALL

#### RUTHIE

IF I HAD THAT MUCH LOVE SO DEEP TRUE AND STRONG ALREADY TO HAND YOU MY DEAR MISTER WRONG JUST THINK OF THE TREASURES THE JOY AND DELIGHT I'LL GIVE AS LONG AS I LIVE DAY AND NIGHT TO MY OWN MISTER RIGHT.

## 22. WHAT'S IN IT FOR ME?

#### **MARTHA**

Mr. Asch, may I ask you a personal question?

#### TEDDY

I love personal questions.

#### MARTHA

If you were me, what would you do next?

#### TEDDY

I'd let Teddy Asch buy you a drink...

HIGH HIGH, BABY, ON A WINDY HILL WE'LL KISS AND SIGH, BABY, WHILE OUR HEARTS STAND STILL BEFORE WE TRY, BABY, CLIMBING MERRILY

#### MARTHA

ONE MINUTE, WHAT'S IN IT FOR ME?

#### **TEDDY**

I'm just talking.

DEEP DEEP, BABY, LIKE WAVES ON A SHORE OUR LOVE WILL SWEEP, BABY, WITH A MIGHTY ROAR BEFORE WE LEAP, BABY, HIT THAT CHILLY SEA

#### MARTHA

ONE MINUTE. WHAT'S IN IT FOR ME?

#### TEDDY

YOU WANT THE FAINTEST IDEA OF WHO'LL PAY THE BILL

#### MARTHA

That's right.

#### TEDDY

WELL, LET'S GO GET OUR FEET WET AND CLIMB THAT WINDY HILL

#### **MARTHA**

Just to be clear ...?

FAR FAR, BABY, UP IN HEAVEN'S BLUE WE'LL RIDE A STAR, BABY, WHERE EACH WISH COMES TRUE TILL WE DEPART, DEAR BABY, AERONAUTICALLY

#### TEDDY

ONE MINUTE, WHAT'S IN IT-

#### **MARTHA**

ONE MINUTE, WHAT'S IN IT— **BOTH** ONE MINUTE, WHAT'S IN IT—

#### MARTHA

FOR ME?

#### TEDDY

HIGH, HIGH, HIGH, BABY DEEP, DEEP, DEEP, BABY FAR, FAR, FAR, BABY WHAT'S IN IT FOR ME?

#### MARTHA

WHAT'S IN IT FOR ME? WHAT'S IN IT...? WHAT'S IN IT...?

### 23. PULVERMACHER

#### PULVERMACHER

Kids today, you know what they all want to be? Flash Gordon. Fly a rocket to the moon. When I was a kid there was this new idea, the skyscraper. That was a rocket to the moon for me. So one day I told my old man that's what I was going to be when I grew up. A guy who made up buildings. Great big special buildings. An architect, he said. I didn't know the word, but I said, sure, that's it. And then he asked me did I know how many architects in America were Jews? And I said no I didn't. And he said he did. None. That in America being an architect was like being in a club, a club with a sign hung on the door: No Jews Allowed. He said that in America there were a lot of things Jews weren't allowed to do and a list, a short list, of things they were. And then he wrote me out that list and told me to pick something, which I did. And I have been doing that thing I picked my whole life with two ideas in mind. To get rich and to get even—which I realized at some point were actually the same thing. Life's what it is. I got no complaints. Although if for some reason I have to walk past the Chrysler Building, I keep my eyes on the sidewalk...

## 24. WHAT ARE THEY DOING TO US NOW?

#### MISS MARMELSTEIN

AS WE GET OLDER, THERE'S NOTHING SURER, THE RICH GET RICHER. THE POOR GET POORER. THOSE SMALL MISFORTUNES



ALL START TO PILE UP: AND IT GETS HARDER TO KEEP A SMILE UP.

BUT WE KEEP HOPING,
WHILE OLD DREAMS LINGER
THAT WE'LL GET LUCKY ONE FINE DAY.
THEN ONCE AGAIN FATE
GIVES US THE FINGER.
ONCE AGAIN WITH A SIGH,
WE LOOK UP TO THE SKY
WITH A QUIZZICAL EYE,
AND QUIETLY SAY:

#### ALL

WHAT ARE THEY DOING TO US NOW?
WHAT'S THE LATEST RUIN TO US NOW?
SOMEONE UP THERE IS GETTING CARELESS.
WHAT ARE THEY DOING TO US NOW, ANYHOW,
WHAT ARE THEY DOING TO US NOW!

#### MISS MARMELSTEIN

MAKES NO DIFFERENCE IF A MAN IS SLAVE OR KING!

BORN HE ALWAYS IS TO PAIN AND SUFFERING! NAKED, HE'S PUSHED OUT HIS NEW LIFE TO BEGIN!

AIN'T ENOUGH, THE AWKWARD WAY THAT HE CAME IN.

WHAM! BEFORE HE UNDERSTANDS JUST WHY HE'S HERE

CLOP COMES FROM THE DOC A BIG SMACK ON THE REAR.

FROM THEN ON CONTINUOUS WITHOUT A STOP.

OW!—LIFE'S THE SAME OLD STORY—ALWAYS CLOP! CLOP! CLOP!

#### ALL

CLOP! CLOP! CLOP! CLOP! CLOP! CLOP!

#### MISS MARMELSTEIN

SCIENCE KEEPS ADVANCING, ALWAYS ON THE RUN.

ALL THEY SEEM TO DO IS TAKE FROM LIFE THE FUN.

SMOKING OH NO NO. IT WEARS YOUR HEART AWAY.

DRINKING SHRINKS FOR YOU THE LIVER, DAY BY DAY

EATING MAKES YOU FAT, YOUR WEIGHT YOU GOTTA CHECK.

SEX—YOU DO YOU DON'T—YOU END A NERVOUS WRECK.

FUTURE GENERATIONS WE HAD OUGHT TO WARN.

HEY!—HEY, THERE, DO YOURSELF A FAVOR! DON'T GET BORN!

#### ALL

DON'T GET BORN! DON'T GET BORN!

#### MEN

WHAT ARE THEY DOING TO US NOW?

#### WOMEN

WHAT ARE THEY DOING TO US NOW?

#### MEN

WHAT'S THE LATEST RUIN TO US NOW?

#### WOMEN

WHAT'S THE LATEST RUIN TO US NOW?

#### MEN

SOMEONE UP THERE IS GETTING

#### ALL

**CARELESS** 

WHAT ARE THEY DOING TO US NOW?
WHAT ARE THEY DOING TO US NOW?
WHAT'S THE LATEST RUIN TO US NOW?
SOMEONE UP THERE IS GETTING CARELESS

#### MISS MARMELSTEIN

WHAT ARE THEY DOING?

#### TENOR

WHAT ARE THEY DOING?

#### **ALTO**

WHAT ARE THEY DOING?

#### BARITONE

WHAT ARE THEY DOING?

#### **SOPRANO & TENOR**

WHAT ARE THEY DOING?

#### ALL

TO US NOW?

## 25. EAT A LITTLE SOMETHING (reprise)

#### MRS. BOGEN

Sit. Eat. You're going to need your strength.

#### HARRY

Ma, listen, I got it all under control—

#### MRS. BOGEN

EAT A LITTLE SOMETHING, TRY A LITTLE SOMETHING THINGS WON'T LOOK SO BAD ONCE YOU'VE HAD A BITE OR TWO.

#### HARRY

What you read in Women's Wear, it ain't so terrible—

#### MRS. BOGEN

CHEW A LITTLE SOMETHING, TOUCH A LITTLE SOMETHING, EAT IT WHILE IT'S HOT. SO, WHY NOT? IT'S GOOD FOR YOU.

#### HARRY

It's gonna be O.K. We are gonna be O.K.—

#### MRS. BOGEN

FORCE YOURSELF, JUST A TASTE GO AHEAD, START IN. SUCH A HOME COOKED MEAL. WHO COULD WASTE? IT'S A SIN.

#### HARRY

I figure things out, Ma. I got that from you—

#### MRS. BOGEN

EAT A LITTLE SOMETHING, TRY A LITTLE SOMETHING, LET THE TROUBLES WAIT, CLEAN THE PLATE. HERE, START WITH THESE, EAT A LITTLE SOMETHING...

#### HARRY

Ma...

#### MRS. BOGEN

PLEASE!

It's good, Heshie. Your mother made it. Just like she made you, she made these.

## 26. FINALE ACT II

#### HARRY

And that's it. Hang on a minute, that's it? We're done? I thought the bad guy was supposed to get it in the end? Or maybe I was supposed to see the light and make everything O.K. You want a happy ending...pick up a fairy tale.

LIFE'S A COLD CASH SITUATION.
BOUGHT AND PAID FOR—NO OBLIGATION.
NEVER LET YOUR HEART START BLEEDING,
OR YOUR CONSCIENCE ITCH.
YOU'LL KNOW YOU'RE SUCCEEDING
WHEN YOU'RE CALLED A SON-OF-A-BITCH.

THAT'S THE WAY THINGS ARE AND THEY'VE ALWAYS BEEN
IF YOU'RE ON THE COLD OUTSIDE AND YOU'RE WANTING IN.

YOU GOTTA CLIMB HIGHER, ALWAYS CLIMB! TO HELL WITH THE RULES, GET USED TO THE FOOLS WHO HAVE TO BE

STEPPED ON

FROM TIME TO TIME

## **GROUP** (including MRS. BOGEN, RUTHIE, BLANCHE, TEDDY and SHELDON)

HYE, DIGA DYE DYE HYE, DIGA DIGA DAY HYE DIGA DYE DYE HOORAY THE FAMILY WAY

#### HARRY

YOU'RE EITHER A CATCHER
WAITING AROUND TO HANDLE
WHAT THE OTHER FELLOW
SENDS YOUR WAY.

OR YOU'RE THE PITCHER
DISHING IT OUT
GIVING THE ORDERS
HAVING YOUR SAY

#### GROUP

HYE, DIGA, DYE, DYE, DYE HYE, DIGA, DIGA, DAY HYE, DIGA, DYE, DYE, DYE

HOORAY THE FAMILY WAY

HYE, DIGA, DYE, DYE, DYE HYE, DIGA, DIGA, DAY HYE, DIGA, DYE, DYE, DYE HOORAY THE FAMILY WAY

#### HARRY

OH, I FEEL SO...
I DON'T KNOW,
I CAN'T FIND WORDS TO SAY.
EV'RYONE MEET HARRELAH
SAY HOORAY FOR HARRELAH

#### GROUP

PLEASED TO MEET YOU, HARRELAH

#### ALL

DYE, DYE, DIGA DIGA DYE!

#### ARRY

I'M A PITCHER
FROM NOW ON I'M PITCHING
I'VE CAUGHT ON TO THE WAY THINGS ARE!

#### MRS. BOGEN

DA, DAI, DA, DA, DA, DAI DA, DA, DA, DA, DAI

#### MRS. BOGEN & RUTHIE

DA, DAI, DA, DA, DA, DAI, YA, DAI DAI, YA, DA, DA, DAI, YA DA, DAI, YA, DA, DA, DAI DA, DA, DAI, DA, DA, DAI, YA, DAI

#### COMPANY EXCEPT HARRY

IF WE COULD HAVE THE POWER
TO RAISE A WAND ON HIGH
COMMAND FOR YOU A GIFT TODAY
WEALTH, WE WOULDN'T WISH YOU
OR THINGS THAT GOLD CAN BUY

WHAT MONEY MAKES, MONEY TAKES... WHAT MONEY MAKES MONEY TAKES... WHAT MONEY MAKES MONEY TAKES AWAY

#### MRS. BOGEN

(intoning)
Baruch ata Adonai, Eloheinu Melech ha'olam,
Hamotz lechem min ha'aretz.

#### COMPANY EXCEPT HARRY

Amen.

(HARRY exhales...)





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ASSISTANT ENGINEERS: Ben Miller, Michael Hickey, Henry Reinach

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