

SCENE TWO

Shalford's Bazaar. Folkestone. Day.

We see young ARTHUR replaced with the adult ARTHUR, showing years have passed. He is joined by two more apprentices, SID PORNIC, ANN's brother, and PIERCE, together with the main shop girl, FLO, and the head window-dresser, CARSHOT, all working at Shalford's Bazaar. They are greeted by a portly man in middle age, MR SHALFORD.)

SHALFORD 'Morning Mr. Carshot, 'morning Pierce.

PIERCE / CARSHOT 'Morning, Mr Shalford.

SHALFORD 'Morning Mr Kipps, 'morning Mr Pornick, 'morning Miss Evans.

KIPPS / SID / FLO 'Morning, Mr Shalford.

SHALFORD Now, Mr Kipps, I hope you're good and ready.

KIPPS Ready for what, Mr Shalford?

CARSHOT Oh my heart and lungs! Look alive, Kipps, look alive!

SHALFORD Mr Kipps, I would hope you are aware that every hour of every working day must be devoted to serving the customers!

KIPPS Oh, of course, Mr Shalford.

SHALFORD I want you and Buggins to shift as much as you can of that flowered cotton. It was a bad buy and I want it out of 'ere.

(As he speaks, he looks around. Then . . .)

Mr Buggins, where are you? Mr *Buggins!*

(A dishevelled young man staggers out of the basement in his pyjamas. SHALFORD shouts at him.)

Don't you understand, Mr Buggins, *you sleep downstairs so you are never late!*

BUGGINS Sorry, Mr Shalford.

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

Music No. 3: LOOK ALIVE

- SHALFORD The merchandise, girl. The merchandise. Mr Kipps, you've been here for seven years. What's the secret of the successful draper?
- KIPPS 'Fishency, sir.
- SHALFORD What else?
- KIPPS Economy, sir
- SHALFORD And most importantly?
- APPRENTICES System, sir.
- SHALFORD System! And we've got the best system you could have. I made it, I ought to know. I began at the bottom of the ladder too –
- APPRENTICES *When you were fourteen! We know! Sir!*

SHALFORD
 LIVE BY THE RULES OR FACE THE FINES
 CLEARLY INSCRIBED ON PAPER
 BUSINESS IS BUILT ON BOTTOM LINES
 IF YOU'RE TO BE A DRAPER
 HERE NEITHER WASTE NOR SQUANDER
 OR ELSE YOU'LL INCUR MY WRATH
 SO PLEASE TAKE NOTE
 WE CUT OUR COAT
 ACCORDING TO OUR CLOTH

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.

(She runs to unlock the door and change the sign as BUGGINS hurries away to change. A flock of customers eagerly enter the shop, the shop staff take to their stations.)