

GAZETTEER

An Official DUNGEONS & DRAGONS® Game Supplement

The Republic of Darokin

by Scott Haring and William W. Connors

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What Everyone Knows About Darokin

Truth is often a subjective and elusive thing. Different people often see the same things in different ways. In order to give you who play the D&D® game a better grip on what a Darokin character is like, we'd like to introduce you to several people of varying backgrounds and points of view. By taking their various thoughts and impressions on different subjects, you can get a clearer picture of the people, society, and customs of the Republic of Darokin.

Your Guides

Eldram Hallonica is a senior member of one of the richest merchant families in all of Darokin. Eldram is 58 years old, married, with five children, and makes his home in Selenica. He speaks to you from his second-floor study.

"Good day, my friends. I have long wanted to share my knowledge of this wonderful Republic. Since I believe that you will find my words quite useful, I urge you not to waste this opportunity. We have a saying here in Darokin: If it's good advice for nothing then it's worth the price. I have journeyed extensively in my years as a Trader for Hallonica house, and I have seen nearly every town, village, and farm in the land. I have done business with everyone from the lowest coppers to the highest elites, and now that I am advancing in years, I am spending more time at home, taking care of special projects such as this. Welcome."

Corwyn Rand grew up around the docks of Athenos, and worked there unloading cargo ships until he joined the army when he was 20. After four years in the service, he settled down in Ansimont, where he works as a shift foreman at Ansimont Forge. Corwyn, 33, was recently married, and he and his wife are expecting their first child. Corwyn is at a large round table in his favorite tavern, The Grindstone, as he speaks.



"Well, pull up a chair and buy us a round! M'name's Corwyn Rand, and I'll tell you whate'er you want to know, as long as my throat'll hold out, if you get my meaning. I've been a few places, mostly in my soldierin' days, and my men at the forge, they tell me I'm good with a tale, so let's get to 'er! Barkeep! Where's that ale?!"

Davon Mendel, 41, is a citizen of the Grand Duchy of Karameikos and a traveling merchant. His home is in Specularum, but he spends most of his time traveling to Darokin and back. He is not married and is sitting in a meeting room of the Merchant's Guild Hall in Darokin when he speaks.

"I was honored when asked to help you in this matter, because the Republic has been very good to me and my company. I've always been interested in this country and its people, and while Specularum is still where I hail from, I consider Darokin a second home."

Tomas Hundley is second-in-command aboard *Nor'easter*, a cargo ship that sails on Lake Amsorak. Hundley is a citizen of Akesoli, although his real home is his ship. Hundley is 27 and unmarried, though he has several lady friends in each of his various ports of call. He is sitting on a pier overlooking the Akesoli docks with *Nor'easter* tied up behind him, when he speaks.

"I've been for the life of the sea ever since I was a tot. This beautiful lake is my lady—though I've had a few others, you can be sure of that—and a fiery lady she is, too, all calm and loving one minute, and full of fury the next. I've had some close calls and grand adventure on this scow behind me, and I'll be glad to tell you a tale or two."

The People of Darokin

Eldram Hallonica: "I have found nearly everyone I've ever dealt with to be deliberate, serious, and hard-working. Competition in this country is very strong on all levels, and effort and dedication is the way to get ahead.

"But as I've grown older, I have started to think that many Darokinians are missing something in life by this single-minded drive for wealth and success. Let me give you an example: I have traveled to nearly every city on this continent at one time or another and in only a handful of them have I seen anything more than the inside of a trading hall. Now, I sit here and think of the sights which I could have seen and the people I could have met! All those experiences were wasted because I was too busy negotiating for that extra 200 daros. I sometimes think I'd have been a better person if I had not worried about the extra money so much and had taken the time to develop some other interests.

"But that's just the rambling of an old man, and certainly not a common attitude in Darokin. I look around this fine house, see my lovely wife happy in her tailored clothes, know my children's future is as secure as I can make it, and I *certainly* can't

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say that my life has been wasted. I'm proud of what I have achieved, and I believe that most other Darokinians are proud of their achievements, too. That's why they work so hard."

Corwyn Rand: "I've met many, many folks in my time, and there's somethin' that sets us Darokin folk apart. You always know where you stand with one of us. Even those high-and-mighty diplomats are honest—even though their job is to speak honeyed words and make people more agreeable, they won't lie.

"And another thing—nobody around here's shy 'bout puttin' in a full day's work. Most of us copper types are at it from dawn to dusk, tryin' to keep our families fed, get a little ahead, you know, make a deal and strike it rich. But even those guys that's got more daros than I could ever count, they're at it all day, too, workin', tradin', just tryin' to stay ahead.

"But while everybody's tryin' to get ahead, it's not a cutthroat kind of thing. People still help each other here, look out for each other. It's not like we're all candidates for sainthood—there are plenty of those who'd rather steal than work, who'd rather draw a sword than talk out a problem—but for the most part, these are good people."

Tomas Hundley: "You don't meet that many people on the lake. Me and the captain get along all right—he'd get himself a new Number Two if we didn't—and the crew, well, they keep to themselves on account o' me being their boss.

"Now, when I get in port, that's another story entirely. I got lots of friends in Akesoli and Akorros, plus just about everywhere else we ever stop. We're a hard-working, hard-partying lot we are, and that's no lie! I mean, let those with families and responsibilities scrimp and save. I make good money in my line of work, and my needs are few—so why not live a little? I know that may not be a typical attitude, but it works for me and my friends."

Davon Mendel: "It is not easy to characterize an entire people; there will always be exceptions to any observation. But I shall try.



"The first word that comes to mind when describing Darokinians is 'purposeful.' These people do nothing just for fun—everything has a reason. Usually, this reason has something to do with money. But even in other aspects of their lives, the people are serious and dedicated.

"I wouldn't characterize their lust for material wealth as 'greed,' exactly. Some of the other things you would normally associate with greedy people do not apply to Darokinians. For example, these people are dedicated to the idea of 'fair play'; they feel that a victory won unfairly doesn't really count. And they are scrupulously honest.

"But they are not naive. Darokinians seem to have some sort of magical sense when it comes to deception or unfairness, and they will not tolerate it. That's why dealing with them is such a pleasure."

MONEY AND BUSINESS —

Tomas Hundley: "Money's what makes this country go, that's for sure. I mean, if you don't care about money, people just don't know how to react to you. And just

because I like a bit more fun than most of these wet boots doesn't mean I don't like money—nothing could be further from the truth!

"Business is going well for me, too. As the second aboard *Nor'easter*, I make enough to keep me happy. Captain Miggs, the owner, handles cargo one of two ways, and how we get paid depends on which way. If we're just hauling someone else's load, Miggs gets a flat fee, and we get paid a set amount for the trip. What's better is when Miggs buys the cargo outright, hoping to sell it at a profit. In that case, we all get a percentage of the deal—I'll tell you, we can all make a real haul on one of those.

"Not long now, I'll have enough daros for a boat of my own. Maybe not as nice or as big as the *Nor'easter*, at least not at first—but that'll be just the start. After that, there'll be more ships, then my own warehouses . . . no telling where it'll end!"

Eldram Hallonica: "The system of business and commerce that has been developed here in Darokin is undoubtedly the finest the world has ever seen. We enjoy unprecedented prosperity throughout the Republic, in every area and in every class. No one able and willing to work is without a job, and those unfortunates who are unable to help themselves are taken care of. It is a grand testament to the wisdom of this country's economic leaders, of which, I'm proud to say, this house is one.

"Darokin is able to maintain its high standard of living because of trade with the other lands of the world. We take the surplus goods produced here—mostly grain and other foods—and take them where they are needed, turning a profit along the way. Then we buy what is plentiful in those other lands at low prices and bring them back here to eager buyers. Our trade balance is nearly perfect, and everyone benefits.

"It works very much the same way within the Republic, as goods are moved from areas of plenty to areas of need. This system, too, has become very efficient, and there are many opportunities to enter the merchant business and seek one's fortune. I know of a great many people who have

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become quite wealthy in just a matter of a few years, due to hard work and a little luck.

"And that's the beauty of our economic system. Any person, no matter how poor or disadvantaged, has the chance to strike it rich. This chance, this hope, is the fuel that keeps tens of thousands of people—people who would give up under other circumstances—working hard, contributing to the system."

Corwyn Rand: "I don't know if I'm the right person to be askin' about money, seein' as I seem to never have any. I'm just a copper workin' stiff, not one of those big time traders. Still, I figure I do all right; I'm paid well, and me an' my new wife, we got ourselves a real nice place to live and plenty to eat.

"I don't have much head for tradin', I know that. But that little one on the way might be a regular merchant prince, and I'm savin' up so that when he's ready, he'll have a stake. Then he can support me in my old age!"

Davon Mendel: "I'm quite impressed by the Darokin economy. The rich are very careful to make sure that enough wealth and opportunity passes down to the poor to keep them interested in contributing to the system. For, while the merchant princes make the big deals and live in the huge houses, it is the thousands of simple farmers, craftsmen, cargo loaders, factory workers, guardsmen, and other laborers—those they call 'copper' and 'silver' people—that make everything work.

"And that opportunity is real, not just some sort of hoax. Every time I've returned to this country, there have been new merchants to do business with, merchants who were laborers and apprentices the last time I was there. This is the only place I've ever seen where the rich do not jealously and viciously guard their wealth and position. One trader explained it to me this way: 'If we try to hang on to every passem, we could lose it all; by sharing some of it, we guarantee ourselves the balance.'

"These people have no shyness about money, nor any reluctance over business. They will trade anything, anywhere, anytime, if they think there is a profit in it.



And money seems to be the deciding factor in all sorts of things that you might think wouldn't matter. For example, you have to be worth a certain amount of money before you can be considered a candidate for various political offices! The underlying belief, it seems, is that only the wealthy have the time to govern, and that being wealthy is also proof of ability to govern. I don't know if I believe that or not, but it works for them."

Darokin's Place in the World

Corwyn Rand: "I don't think the high-and-mighty folk that run this country have any conquerin' on their minds, but I do know they're intent on keepin' what they have got. I did my time in the Darokin Legions, sure. I was with the First Army, 'The Sword of Darokin' we were, and that was a tough time. Long hours, marchin', drillin', learnin' tactics and that—and for what? I spent most of my time helpin' farmers find lost sheep at Ft. Cruth and marchin' in ceremonies in the capital city.

"Then, 'bout six months to go in my tour, and our Legion gets sent to Ft. Nell. Different as night and day! Everyone always on alert, passwords, inspections, it was real intense. Then I goes out on my first patrol. 'Orc hunting,' the captain says. I was never so scared in my life. When the orcs sortie out of their lands, sometimes they come by tens, sometimes they come by hundreds, and sometimes they come by thousands! There being only a hundred or so of us, I was hopin' for tens!

"Well, we didn't get tens. When the orcs came charging out of a little valley, I figured them for about 150, maybe 200. The captain, he knew just what to do, and was barkin' orders almost before we saw the orcs. I was too scared to do anything but go where the sergeant said. I know now why we drilled so much; all my moves were automatic, I wasn't even thinkin'.

"I still don't remember much about the actual battle. I remember a buddy of mine dyin' right next to me, and I remember runnin' through the orc that got him. The orcs up and run after losin' about half their force, and we lost nine. The captain wan't happy—he hated to lose men—but we set up a quick burial detail, burned the orc bodies, and marched on. The only action I ever saw, thank the gods, though I got me a citation for it. Everybody that kills an enemy gets a citation and I got three that day.

"I got nothin' but respect for those professional soldiers. I couldn't do that all my life, that's for sure. Anyway, my point is that we've got a fine army here in Darokin, but all its trainin' and preparin' is for defendin' the land, not invadin' other peoples. Besides, who'd we invade? The elves? The Hin? Get serious!"

Eldram Hallonica: "Well, I believe that Darokin has a very prominent and powerful place in the world, and rightly so. We grow enough food to feed twice our own population, and other lands depend on our grain to feed their own people. Our merchants and traders are unparalleled in all the world and are at the heart of the biggest business transactions. Our merchant houses and money-lenders have invented many new

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methods of dealing with large sums of money, methods that are more convenient and much safer and are being copied throughout the world. I could go on, but I'm sure you get the idea.

"Perhaps the best thing about the continuing growth of Darokin's influence is that it is happening naturally, almost inevitably. There is no subtle manipulation, ruthless scheming, or sneaky dealings here. We simply approach other countries with what we have to offer, and many of them see fit to take advantage of the many good things we have.

"So, in conclusion, let me say that I feel that Darokin is becoming more and more influential on the world scene, and while that is certainly wonderful for us here in the Republic, it is also good news for the rest of the world."

Davon Mendel: "Darokin is a major player in the world scene, at least in this part of the world, certainly. They export so much, and bring in so much of other countries' money, that they can hardly help but be influential. What's amazed me, as an observer, is how much economic power they have developed over other countries without those other countries becoming upset about it.

"I honestly don't think that Darokin has any desire for conquest, military or otherwise. This is a country of adapters and reactors, not initiators. They can always make the best of any situation, but they don't like to draw attention to their success. Keeping that in mind, it's easy to admire their foreign trade patterns. Every one of their neighbors, with the exception of The Broken Lands, would suffer if Darokin was harmed. So not only does no neighbor have any desire to conquer Darokin, if one decided to attack anyway, the rest would undoubtedly rush to its aid. It's a very enviable position to be in, and the Darokinians put themselves in it quietly, without anyone noticing until they were already there.

"Militarily, Darokin has a potent force, but the type of troops they use and the places they station them make it clear that they have a defensive army. They pose no external threat, and everyone knows it."



Tomas Hundley: "Darokin's place in the world? How should I know? Look, business is good—we carry lots of cargo bound for other countries, that much I know. As long as that stays the case, I'll be a happy sailor.

"I've hoisted a few with some soldiers on leave from Ft. Lakeside and Ft. Anselbury, and they seem like good men, for the most part. The last thing you want to do is ask a man a lot of boring questions about his job when he's trying as hard as he can to get away from that it, but I've picked up a little here and there in conversation. The soldiers keep talking about 'containing' and 'delaying' the enemy, not so much about attacking and invading. And who's the enemy, anyway? I hear of orc problems to the northeast, but things are peaceful on the lake, except for the storms, the monsters, and a few pirates!

"I guess the country's position in the world is good—at least, it's good for me. And I think it's likely to stay this way for quite awhile."

Diplomacy

Eldram Hallonica: "Diplomacy may be Darokin's finest achievement, one that will be remembered long after all our wealth has passed away. The Darokin Diplomatic Corps has proven to be immensely useful in both foreign and domestic affairs. It has never been our way to use force to change another's mind—logical persuasion is so much better.

"The diplomat has also been a key figure in the Republic's growth as an economic power. Our diplomatic missions throughout the surrounding lands have given our merchants vital information on the business practices, social customs, economic needs, and political situations of countries we have wanted to improve our trade with. Our diplomats have also proven useful in the actual negotiating of business arrangements with foreign partners, both as translators and as mediators.

"I would be most remiss if I did not mention the excellent service which the DDC provides right here in Darokin in the way of business arbitration. Most Darokinians would rather talk out their problems than get involved in costly fights over them anyway, but the presence of the DDC makes the option of arbitration the most attractive one in almost all situations. They have made our own businesses more peaceful, and that in turn has made them more profitable."

Tomas Hundley: "I remember once, Captain Miggs had a real problem with this Porter in Akesoli. The merchant, he sells Miggs a shipload of what he calls 'fine, authentic Glantrian crystal'. We sail across the lake and look for buyers in Akorros, and get laughed off the dock! Turns out our 'fine, authentic Glantrian crystal' was made in Ylaruam! The trader, well, he's got no explanation, and while he promises to make things right, time drags on and nothing happens.

"Eventually, Miggs suggests DDC arbitration. The trader knows he doesn't want to go to court on this, and he agrees. Maybe he thinks that he can out talk a ship captain in front of the arbitrator, I don't know. Anyway, Miggs brings me along to testify,

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and maybe to learn something.

"I don't know what I was expecting, but it sure wasn't what I got. Instead of some formal chamber, and people all dressed up in fancy robes, we just met in this room with a couple of couches, and some plush chairs, and a nice fire in the hearth. I was worried that the arbitrator would be on the trader's side from the start, but it turns out the man was a trader *and* a sailor before he became a diplomat. I later learned that they try and get people with some knowledge of the businesses involved to hear these cases.

"Anyway, this arbitrator turns out to be one sharp fellow. He asks a lot of real bright questions, listens politely to everybody, but he'll cut you off if you start to ramble. The whole thing took only a few hours. The next day, we had our ruling and the Trader paid up the day after that. I was impressed."

Corwyn Rand: "I've only met one diplomat my entire life, and that's my wife's brother. He came back to Ansimont for the wedding from his post in Athenos. Right nice fellow, but different, you know? Even-tempered, almost quiet, he was. This was a wild wedding, I'll tell you, with dancin' and hollerin' and all sorts of noise-makin' well into the night, and this guy was just, well, so *calm* the whole time. Guess it's part of their trainin'.

"The only time I really hear from him all night, he delivers the toast just before we dig into the supper. The things he said were so beautiful, so pretty ... I tell you, I can't remember a word of it, but just thinkin' back on it brings tears to my eyes. He's a great fellow—if I ever got myself in real trouble, he'd be the first person I'd call."

Davon Mendel: "The way Darokin has elevated diplomacy to the high form it is, as they practice it, is yet another reason I continue to be impressed with this land and its people. Diplomacy is not only a key to their political survival, but to their economic prosperity as well.

"Darokin learned long ago a lesson most other countries still haven't figured



out: that is that armed conflict is the least efficient and most dangerous method of solving a problem. The consequences of defeat are, of course, disastrous; but frequently, the so-called 'winner' is little better off. Hence, the Darokin aversion to fighting. Instead, they use diplomats.

"And what diplomats! Intelligent, even-tempered, well-trained—Darokin

diploamats are much better at what they do than most other countries' emissaries, who are usually distant relatives of some powerful landholder. These men and women are cagey, tough negotiators, with almost a magical sense for what approach to take with the person across the table. I've seen them in action many a time, and never fail to come away impressed."

Creating Darokinian Player Characters

While their attitudes and activities may be different, the people of Darokin are really much the same as people throughout the *Known World*. This means that when creating player-characters that will live and work in Darokin, most of the standard D&D® game rules still apply. There are some minor changes, however, that will affect the character creation process.

MONEY

In the Basic D&D game, all adventurers begin with 30-180 gp to buy equipment. If your character is a native of Darokin, there is a fair chance that he or she will start off with considerably more than that, depending on what class your family belongs to.

Even if your character is from one of the great merchant houses of Darokin, that doesn't mean you will start your adventuring career loaded with daros. In Darokin, the children of wealthy families are expected to work in the family business and see that its growth continues after the previous generation retires or passes on. A son or daughter who forsakes that for the life of an adventurer risks being disowned, and at the very least, cannot expect to draw on the families' wealth to any great extent.

To determine what class of Darokin society your character comes from, roll percentile dice and check the table that applies to your character's race:

Humans	
%	Class
01-50	Copper
51-85	Silver
86-97	Gold
98-00	Elite

Elves	
%	Class
01-20	Copper
21-85	Silver
86-98	Gold
99-00	Elite

Dwarves	
%	Class
01-35	Copper
36-88	Silver
89-99	Gold
00	Elite

Halflings	
%	Class
01-25	Copper
26-85	Silver
86-98	Gold
99-00	Elite

Copper: If you come from a copper background, your parents could be laborers, clerks, guards, or any number of other things. It is also possible that you were brought up a penniless street orphan and your starting supply of daros represents every last coin that you could scrape together. Adventurers from copper class families start their careers with the standard 3d6 x 10 daros to purchase equipment.

Silver: Typical silver class occupations include shopkeeper, traveling merchant, successful farmer, supervisor at a factory or on the docks, and the like. Roll percentile dice to determine your starting money:

01-70:	3d6 x 10 daros
71-95:	3d8 x 10 daros
96-00:	3d10 x 10 daros

Gold: Gold class families comprise Darokin's truly rich. Factory owners, international traders, exceptional craftsmen, land owners, and other similar professionals fill this level of society. Children of gold class families risk the wrath of their elders by forsaking the family business to go off adventuring. Roll percentile dice to determine your starting money:

01-03:	Disowned. You get only the normal 3d6 x 10 daros.
04-50:	3d8 x 10 daros
51-80:	3d10 x 10 daros
81-98:	3d12 x 10 daros
99-00:	3d20 x 10 daros

Elite: The elite class of Darokin is the

ruling class, the wealthiest people in the country. They include members of the largest merchant houses, guildmasters, shipping magnates, land barons, and the like. These are people who are used to getting their way; any child who abandons the family business to go off on wild adventures risks a lot. To determine how much money an elite class adventurer starts with, roll percentile dice:

01-15:	Disowned. You get only the basic 3d6 x 10 daros.
16-35:	3d8 x 10 daros
36-50:	3d10 x 10 daros
51-70:	3d12 x 10 daros
71-90:	3d20 x 10 daros
91-98:	6d20 x 10 daros
99-00:	9d20 x 10 daros

Skills

There are a wide variety of skills available to Darokinian characters. Some may prove to be useful in the course of an adventure, others merely help "flesh out" a character and make him or her seem more real. Players are encouraged to take both kinds of skills, and look for chances to use them in play. Each skill listed here is based on one of the character's abilities (Strength, Intelligence, Wisdom, Dexterity, Constitution, or Charisma).

BEGINNING SKILLS

When creating a Darokinian character, each player may choose up to three skills. If a character's Intelligence is 13 to 15, he or she may choose up to four skills; with an Intelligence of 16 or 17, five skills; and with an Intelligence of 18, six skills.

Using Skills

When a character needs to use a skill, the player rolls 1d20 against the ability score that skill is based on. If the result is less than or equal to the ability score, the skill use succeeds. A roll of 20 always fails, no matter how high the chance for success.

When two characters compete in the same skill, the one who makes the roll by a greater margin of success wins. For

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example, a result five under the number needed would beat a result only one under the number needed.

IMPROVING SKILLS

A character's skill chance can be higher than the ability on which it is based. This is done by "trading in" a skill choice for a +1 bonus in another skill. For example, if a character started with four skill choices, he or she could elect to take only three skills, and trade in the fourth choice for a +1 bonus in one of their remaining three skills.

LEARNING MORE SKILLS

As a character gains experience, he or she can obtain new skills or improve existing ones.

Humans get another skill every four experience levels, that is, at level 5, level 9, and so on. Elves gain a new skill when they acquire 1,100,000 XP and then for every 750,000 XP thereafter. Dwarves and halflings gain new skills when reach-

ing 1,200,000 XP, and for every 800,000 XP after that. These new skills can be used to purchase a totally new skill, or to improve an existing one by +1.

THE SKILLS

What follows is a list of the skills available to typical Darokinian characters, with the corresponding ability the skill is based upon. Included with the skills are brief descriptions of them to help players and referees incorporate them into a campaign.

This list is by no means exclusive. Players are encouraged to think up new skills and use them, with the DM's approval, of course.

Advocacy: Wisdom
Animal Training: Wisdom
Appraisal: Intelligence
Armorer: Intelligence
Bargaining: Intelligence
Bargemaking: Intelligence

Barrelmaking: Intelligence
Blacksmithing: Intelligence
Bowyer: Intelligence
Brewing: Intelligence
Building: Intelligence
Cabinetmaking: Intelligence
Canvasmaking: Intelligence
Cartmaking: Intelligence
Climbing: Dexterity
Cobbler: Intelligence
Drayer: Intelligence
Drover: Intelligence
Farming: Intelligence
Finance: Intelligence
Fletching: Intelligence
Gambling: Intelligence
Gemcutting: Intelligence
Glassblowing: Dexterity
Jeweler: Intelligence
Lawyer: Intelligence
Leatherworking: Dexterity
Lumberjack: Strength
Mining: Intelligence
Navigation: Intelligence
Negotiating: Intelligence

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Netmaking: Dexterity
Persuasion: Charisma
Potter: Dexterity
Riding: Dexterity
Ropemaking: Dexterity
Saddlemaking: Intelligence
Shepherd: Intelligence
Shipbuilding: Intelligence
Ship Sailing: Intelligence
Spinning: Dexterity
Stonecutting: Intelligence
Tailor: Intelligence
Toolmaking: Intelligence
Trapbuilding: Intelligence
Wagonmaking: Intelligence
Weaponsmithing: Intelligence
Weaving: Dexterity
Wheelwright: Intelligence
Woodworking: Intelligence

Skill Descriptions

Advocacy is the skill used when arguing a criminal case before a Darokin court. It is more specialized than either the Lawyer or Persuasion skills, and more effective. While the use of this skill will never get a judge to ignore the obvious facts, it can make all the difference in the typical trial.

Animal Training indicates that the character has had experience in the domestication of wild animals. Because of the many different techniques used to tame various types of animals, it must be taken separately for each type of creature which you will want to control. For example, someone with Animal Training who selects dogs as the focus of their expertise will not be able to use his knowledge to train a horse.

Appraisal is used by the character to determine the value of a given object. In cases where the character has a familiarity with the item being examined (like a dwarf checking over a fine gem) the DM will want to allow a bonus to the character's skill. Similarly, a character attempting to appraise an object which is wholly new to him will find himself penalized to some extent.

Armorer skill permits the character to

design, craft, and maintain various types of armor. In addition, it provides the character with an understanding of the protection offered by various forms of armor, including knowledge of their weak points.

Bargaining is used in simple haggling over prices in a market, or wages for a simple job. As a rule, successful use of the Bargaining skill will result in a shift in the price of an object. For every point by which the character makes his or her role, alter the selling price of an object by 2%. Thus, if a character from Darokin is buying a longbow which is normally priced at 40 daros makes his Bargaining roll by 5 points, they receive a 10% break (making the sale price 36 daros. If the character had been selling the bow, he would have gotten 44 daros for it. This skill is not appropriate for the complex intricacies of major business transactions, however, as that requires the Negotiating skill.

Bargemaking permits the character to design and construct barges for use on rivers and small lakes. It is important to note that, because of their construction, barges are not well suited for travel in rough water. The DM will want to set the time required to create such a craft based on available supplies, labor, and conditions.

Barrelmaking allows the character to do more than just fashion barrels, although that skill is one which is highly sought after in many small villages. Those who are familiar with the techniques used to make barrels can also spot poor workmanship in already existing barrels and thus assure themselves of the highest quality in any barrels which they purchase for themselves.

Blacksmithing skill indicates that the character is familiar with the workings of a forge and the creation of various tools and implements from iron, steel, and similar metals. This skill is also useful in the repair of broken or damaged items, often eliminating the need to replace an object which might otherwise be lost.

Bowyer skill permits the character to craft archery equipment for personal use or for sale. In addition, the character can determine the quality of another's work-

manship and the relative value of any bow which they come across.

Brewing indicates that the character is familiar with the techniques used in fermentation for the creation of beers, ales, liquors, and wines. Although the character can create such beverages for their own consumption, they may also want to market their products. The character's knowledge extends to the evaluation of various alcoholic beverages and allows them to spot an excellent vintage which may have potential for sale elsewhere.

Building skills allow the character a knowledge of the various construction and design principles used in the erection of anything from a small home to a large guild hall. For large projects, the character will not want to work alone and may hire laborers to do the physical tasks under his or her instruction. The DM should adjust the amount of time which it takes to construct a given building based on the available supplies, labor, and tools.

Cabinetmaking gives the character a knowledge of furniture construction which, in addition to its obvious uses, permits the character to spot hidden compartments and the like more easily than those without this skill. The DM will want to keep this in mind but should consider that this is still not in league with a thief's ability to spot similar caches.

Canvasmaking talents permit the character to work with hemp and cotton in the fabrication of sturdy canvas cloth and similar fabrics. For residents of Darokin's port towns, this skill insures a career in the sail-making industries which are so vital to the regional economies.

Cartmaking ability is useful in many situations. In Darokin, a nation known for its vast merchant caravans, the potential uses of such a talent are obvious. In addition to construction of carts and similar objects, those with this skill are able to repair damage and maintain existing carts.

Climbing skill can be most valuable in a variety of situations. Although it is not as versatile as a thief's ability to climb walls and similar sheer surfaces, the climbing skill makes a character far more

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agile in ascending trees and cliffs which offer plentiful hand and toe holds.

Cobbler talents can make the life of any character far more comfortable. By maintaining the footwear of a party, one insures maximum speed and minimum discomfort on even the longest of marches. Of course, the fabrication of shoes and footwear for sale is another useful aspect of the cobbler skill.

Drayers know how to load carts and wagons so that their cargo will not shift or become damaged on an overland trip. A skilled drayer can find work with many merchant houses, setting up a caravan for a long voyage and then traveling with it to insure that any mishaps are dealt with as quickly as possible.

Drovers are individuals who drive herds of animal and get them to go where they are meant to. This skill is also used to direct teams of animals who are employed in pulling very heavy loads.

Farming is one of the most common skills among residents of the Darokin countryside. This nation, which depends very heavily on its surplus agricultural

goods for trade with other nations, recognizes the importance of farmers to everyone's welfare.

Finance skill deals with the knowledge of the finer points of the Darokin economy: certified letters of credit, loans, trusts, partnerships, interest rates, and so forth. Characters with the finance skill will often be able to find employment with a moneylending firm or in the accounting branch of any major merchant house.

Fletching skill permits the character to create arrows and bolts for bows and crossbows. It is usual for a fletcher to make his work distinctive so that anyone who sees one of his arrows will be able to identify its maker. In many cases, however, arrows and bolts are produced to the buyer's specifications and can be used to identify him or her in lieu of the fletcher.

Gambling indicates that the character has a knowledge of various games of chance and an instinctive understanding of statistics. It allows the individual to spot a good bet and to recognize a crooked game. Of course, it also allows the

character to *operate* such a game.

Gemcutting knowledge is used to "break down" large gems into smaller ones for setting in various items of jewelry (see jeweler skill) or for improving the appearance of a specific stone. It can be used to disguise a stolen gem by splitting it into several smaller stones.

Glassblowing talent is rare, indeed. A skilled glassblower can make a fine living by selling his creations for daily use or as items of art. As with many forms of art, Darokin glass is among the finest in the Known World and is highly sought after on foreign markets.

Jewelers are able to craft fine jewelry and ornaments for themselves and others. Darokinian jewelers are some of the finest in the Known World, and any character with this skill can earn a very good living selling his creations to those who will export them.

Lawyer skill provides the character with a general knowledge of Darokin criminal, civil, and (especially) commercial laws. Persons with this skill can check contracts and other legal agreements for loopholes

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which might later prove to be troubling to their clients. Of course, they are also capable of inserting such clauses in documents to provide a safeguard for their own interests.

Leatherworking skill permits the character to design, create, and repair items made of leather. Further, it allows the individual to cure hides and includes a fair degree of knowledge about the tanning and dyeing process. As with many of the other skills listed in this section, Leatherworking can be used to estimate the value and quality of any leather items which the character comes into contact with.

Lumberjack expertise is especially useful to characters who live in the regions around Alfheim. Here, more so than in any other region of the Republic, lumberjacks are respected for their contributions to the economy. This skill can be employed to fell trees and break them down into raw lumber products. The creation of finished products, however, normally rests in the realms of the cabinetmakers, woodworkers, cartmakers, and the like.

Mining talent indicates more than just a familiarity with the procedures used in building and operating a mine. Characters with this ability will also be able to estimate the best locations for a mine and can often locate valuable ores in regions considered to be mined out by those who are less skilled than themselves.

Navigation skill is useful for the finding of one's way in the wilderness or at sea. There are many means of locating one's position with this skill including the position of the sun (during the day) and the location of various stars and constellations at night. During periods of overcast skies, when astronomical references are not available, the character will find himself depending on "dead-reckoning" and the use of charts and maps.

Negotiating skill is used to establish and close complex business deals and political agreements. The machinations of the Darokin economy can become quite difficult and it often takes more than just a little Persuasion or a smile to

bring home a contract. This skill combines some of the finer points of economics, law, and logic to accomplish its goals.

Netmaking talents allow the character to craft or repair nets. In addition to those commonly used by travellers for fishing or similar activities, the skillful netmaker may be called upon to create snares capable of holding powerful beasts or even magical monsters.

Persuasion is used in a number of situations, including diplomacy, simple business dealings, and many social situations. DMs should be careful not to allow this skill to be abused. Remember, a person will never do something obviously harmful to himself or his friends because of this skill.

Potters are able to employ their talents to create utilitarian items (such as simple jars or pots for food storage) or fine works of art (like a richly decorated amphora). Skilled potters are able to evaluate the works of their peers and can often make a fine living selling their wares.

Riding skill permits the character to control a domesticated mount like a horse or camel. In most cases, this skill must be taken once for each specific type of animal which is to be controlled.

Ropemaking is useful in many ways and can be applied to both sturdy, but heavy, lengths of twisted hemp or the fine and delicate silk cords which are affordable only by the wealthy. Characters with this skill will be able to examine a line prior to its use and spot weak points which might otherwise go undetected until it was too late.

Saddlemaking can be used to craft a variety of items useful in riding animals including saddles, saddlebags, and bridles. Those who possess this skill can create items for use on many different types of animal if they are given a chance to study the beast beforehand.

Shepherds are persons who are trained in the maintaining of flocks of domesticated animals. Unlike drovers, who are able to drive animals along trails and the like, shepherds normally work to contain their charges in a given area. As one might expect, the two skills have much in

common.

Shipbuilding skill allows the character to find employment in the shipyards which are found in Athenos, Akorros, or any of Darokin's other port towns. It allows the character to participate in the construction of large ocean going vessels or to repair them when they have been damaged. Those who are especially skillful will often be called upon to design a craft to meet a specific purpose.

Ship Sailing skill indicates that the individual is an able and competent seaman. Although Darokin produces many fine sailors on its own, those who have a true love of the sea and an interest in learning the finer points of sailing often spend some time serving aboard the merchant ships of the Minrothad Guilds.

Spinning permits the character to produce fine threads, yarns, and cords for a variety of uses. If they also possess the Weaving skill, many professional spinners will use their materials to create cloth for use in the manufacture of clothing.

Stonecutting, although often believed to be primarily a dwarven pastime, is often practiced by other people. As a quick examination of Darokin's many fabulous public and private buildings will show, the stonecutters of Darokin are among the finest in the Known World. Use of this skill allows the individual to do anything from raw and quick block construction to finely detailed stone carvings.

Tailors are individuals who take raw materials, like the thread and cloth produced by spinners or canvas makers, and fashion them into clothing. A truly skillful tailor can make items of fine apparel which are highly valuable and sought after by the wealthiest of Darokin's citizens while others may only produce run-of-the-mill items which, although functional, do little to improve the appearance of those wearing them.

Toolmaking skill includes a basic knowledge of many other areas and indicates that the individual has a keen understanding of "how things work". By stepping back and watching how a process is undertaken he is often able to find ways in which a new tool might save

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time and improve quality. Obviously, he is also fully capable of creating examples of already designed tools like hammers and vices.

Trapbuilding skill indicates that an individual has acquired some degree of training in the security procedures used to defeat thieves. As one might expect, those with this skill have a small chance to also spot and disarm traps due to their experience with them. This chance should be no substitute for the skill of a thief, however, and referees are encouraged to use it judiciously.

Wagonmaking ability can be most useful in a nation like the Republic of Darokin. Many people think of long merchant caravans when they think of the Republic and without the wagonmakers these would not be possible. In addition, nearly all major caravans employ a wagonmaker to travel with them in case a major repair is required.

Weaponsmithing is a most valuable talent as it allows the character to fashion his or her own arms. As might be expected, a skilled weaponsmith will be sought out by would-be adventurers in search of the finest arms for use in their travels.

Weaving skill permits the character to take the threads and yarns created by spinners and process them into fabric or cloth for vari-

ous uses. Many weavers will also have the Tailor skill and are able to use their own cloth to make clothing of various types.

Wheelwrights are master craftsmen who use their talents in the construction of wheels and wheeled objects. Although this most basic of human inventions may seem to be a simple item to craft, the ability to build an even and balanced wheel is quite rare and valuable.

Woodworking skill permits the character to create fine works of art or utilitarian items from a variety of woods. It includes a knowledge of carving and the use of a wide variety of carpentry tools. Darokinian woodworkers are often considered to be among the finest in the Known World.

Racial Skill Specialties

In addition to the skill levels all characters get just for being Darokinians and the levels they get for intelligence, the demihuman races also get extra skills. Elves, dwarves, and halflings may choose two extra skill levels when their character is created, taking either an entirely new skill or a +1 bonus in another skill already chosen. Only certain skills qualify for the racial bonus, though, skills that these demihuman races have a special talent for.

Elf Specialty Skills

- Bowyer
- Climbing
- Fletching
- Glassblowing
- Leatherworking
- Navigation
- Riding
- Woodworking

Dwarf Specialty Skills

- Armorer
- Blacksmithing
- Cobbler
- Gemcutting
- Jeweler
- Mining
- Stonecutting
- Trapbuilding
- Weaponsmithing

Halfling Specialty Skills

- Appraisal
- Brewing
- Cabinetmaking
- Persuasion
- Tailor
- Trapbuilding

Darokin Merchants



"That damn Linton! He never checks the entire cargo against the manifest—everyone knows that. But this time, this one time ... it's like he knew, before he got to the caravan, that something was up. I pay my wizards good coin to make sure that these sorts of mistakes don't happen. Maybe it's true, what they say of Darokin Merchants, that they have some sort of sixth sense."

—An Anonymous Irendi Merchant

It is said that there are two kinds of people in Darokin: Those who are merchants, and those who want to be. This should be no surprise as the merchants of Darokin are the wealthiest and most powerful people in the Republic.

Darokin merchants are not a small, mysterious group of secluded men running the country behind closed doors. Quite the contrary. There are thousands of merchants, from the leaders of the great merchant houses to the humble shopkeeper on the corner. Some merchants travel to exotic lands and make tremendous sums of money, while others

just get by. But the potential for riches is much greater for merchants than for any other segment of the population, hence its popularity.

BECOMING A MERCHANT –

The most important step toward becoming a Darokin merchant is joining the Merchant's Guild. The Guild is very powerful, and doing business independent of them is just not done. Guild members do not do business with non-Guild members, and manufacturers, warehouses, and shippers that deal with non-Guild merchants risk a catastrophic boycott by the Guild.

Fortunately, joining the Guild is pretty simple. Prospective Guild members must be sponsored by someone who is already a member, usually a friend or similar associate, who vouches for the applicant's ability and character. There have been reports of some merchants taking money to sponsor less qualified applicants, but that seems to be rare. The applicant is then interviewed by a membership com-

mittee, which approves or denies the application. Every Guild hall in Darokin has a membership committee, and approval is usually granted quickly.

The Merchant's Guild charges dues of 1,000 daros a year, plus they get 1/2% of all wholesale transactions made by Guild members. Although this does not include sales made by shopkeepers to the public (which the Guild feels to be too much paperwork for too little money) it does include all transactions between traders. The general rule is simply this: if the merchandise is being bought for the purpose of reselling it later, the Guild gets its percentage.

The prohibition against dealing with non-Guild merchants does not apply, of course, to business with merchants from other countries. The Guild does want, however, to keep control of all domestic business, so foreign traders are encouraged to sell their goods to Darokin merchants when they reach a major city. Foreign merchants who want to do business more directly with the suppliers and shopkeepers of Darokin usually join the

Darokin Merchants

Guild. Foreign members of the Guild pay 2,000 daros a year dues, but in most other ways are the same as domestic members.

The Guild does have a process for expelling members, but it is rarely used. Offenses that can result in expulsion include cheating a fellow Guild member, giving the Guild a bad name by cheating the public, or committing a serious crime. Once someone is expelled from the Guild for one of these reasons, he is out for good—no readmission is possible. Because of the severity of this punishment (out of the Guild means, effectively, out of business), members of the Merchant's Guild are some of Darokin's most honest, upstanding persons.

The Merchant Class

Many Darokin merchants do nothing more with their lives than travel from town to town, buying low and selling high. There's nothing wrong with this—it's a great way to get rich. But there are those who want some adventure in their life. They seek out more than just the unusual goods which can be found in neighboring towns; they travel the Known World looking for the most unusual of items. While the money to be made buying a caravan full of wine at a good price and selling it for a high profit is respectable, the wealth which these individuals crave can not be so easily had. They spend their lives searching for lost treasures, powerful magical objects, and the most fantastic of wares. For these rare few, a great fortune can be had—but only if they survive the myriad dangers of such quests.

Thus, characters of this type may find that the actual buying and selling of items is of secondary importance to them. They desire action and adventure as much or more than a solid profit. With this in mind, the character will actually have two classes. He or she will still primarily be a fighter, magic-user, cleric, druid, thief, halfling, elf, or dwarf.

Characters who take Merchant as a secondary class will have to keep track of special experience points, called Merchant

Experience Points (or MXPs), separately from their regular XPs. MXPs are earned and used differently from regular XPs.

Merchant Experience Points

Merchant Experience Points are earned for money made as a merchant, that is, for profit earned in the buying and selling of goods. Each daro earned this way is worth one MXP.

MXPs are awarded for *profit*, not for final sale price. Let's say, for example, that a character bought two wagons full of flour in Ansimont for 1,200 daros. On the trip to Athenos, he had to pay 100 daros for extra guardsmen on a dangerous stretch of the canal. When he arrived in Athenos, he sold the grain for 2,000 daros. Of the final purchase price, 200 daros were divided among the guards and drovers, and 10 daros went to the Guild. The final *profit* on the deal is 490 daros, and that's how many MXPs the character gets.

To continue the example, if while on the road to Athenos the wagons were attacked by three ogres, and the character helped fight them off by slaying one of them, the XPs for the slain ogre and any treasure he may have been carrying would count toward the XP total for the character's primary class, and *not* as MXPs toward Merchant advancement.

A successful adventurer who used the vast wealth amassed in his or her travels to get started in the merchant business would certainly have a leg up on the competition, but MXPs would only be awarded for the profit made on merchandise purchased for the purpose of resale. A fighter who sold a magic sword acquired in a dungeon, for example, would get XPs for the sale price added to his Fighter Experience Point total, because the sword was acquired originally with his Fighter skills and abilities. If, on the other hand, the same Fighter/Merchant bought the sword for the purpose of reselling it, the profit on the deal would count toward his MXPs.

Sometimes, a number of characters will pool their resources on a merchant

venture. In this case, each would get MXPs equal to whatever their share of the profit was at the end of the venture.

If, for some reason, a business venture *loses* money, the loss is not deducted from a character's MXP total. A character could conceivably, by making huge sums on one deal and then losing it all on the next, rise rapidly in levels as a Merchant and still have very little money to show for it.

This can get just as complicated as the players want it to be. If they're not interested in keeping track of how many daros were spent on which ventures, and splitting profits and so forth, then perhaps the merchant life is not for them.

As a character rises in Merchant levels, he or she will acquire special Merchant Abilities, which are explained in more detail in the next section. Unlike other classes, a 1st-level Merchant gets no special abilities whatsoever. As the Guild would be quick to remind you, simply calling yourself a merchant doesn't make you one! Only after a few modest profits have been made and some actual experience is under your belt can you start developing the Special Abilities that set Darokin Merchants apart.

Merchant Spells

Over the years, Darokin merchants have sought ways to undercut the competition and turn a bigger profit on their deals. Of course, one of the best ways to get an edge on your adversaries is to use magic and that is exactly what the early Darokinian traders began to do. With the founding of the Merchants' Guild, the system of spells employed by Darokin Merchants became fairly standardized. Presently, the guild acts to train new members in these spells as they advance in levels.

An important item to note is that many Darokinian merchants have learned to employ some of these spells while their competitors from other lands have not. It is primarily this which has given the traders of Darokin their reputa-

Merchant Experience Table

Spells by level

Level	MXP	Title	1	2	3	4
1	0	Apprentice				
2	5,000	Peddler	1			
3	10,000	Vendor	2			
4	20,000	Bargainer	2	1		
5	40,000	Seller	3	2		
6	80,000	Trader	4	2	1	
7	150,000	Dealer	5	3	1	
8	300,000	Magnate	6	4	2	
9	750,000	Jr. Merchant	6	4	2	1
10	1,500,000	Merchant	7	5	3	1
11	3,000,000	Sr. Merchant	7	6	3	2
12	6,000,000	Merchant Prince	8	6	4	2
13	12,000,000	M.P., 13th level	8	7	4	3
14	25,000,000	M.P., 14th level	9	7	5	3
15	50,000,000	M.P., 15th level	10	8	6	4

Fourth Level Spells

1. Accounting
2. Charm Person
3. Check Caravan
4. Embezzeling
5. Resist Magic

First Level Spells

Calm Animal

Range: Touch
Duration: 1 turn per level
Uses: 3 times/day

By making soothing sounds and stroking the animal in special ways, this spell can be used to calm a spooked domestic animal. It will not work on wild animals, nor will it work on animals the merchant is not familiar with. It takes a full turn to calm each animal. This spell will not work under severe circumstances. For instance, a pack mule startled by a falling branch can be calmed easily, while a horse being attacked by a monster can not be. For situations that fall between the two, the DM may require a die roll for success.

Clear Sight

Range: 0'
Duration: 2 rounds per level
Uses: Once per day

When this spell is used, any spot up to one mile distant can be seen by the merchant as if it were only ten feet away. The area magnified is a circle up to 60 feet in diameter.

Count Coins

Range: Touch
Duration: 1 turn
Uses: Once per day

With the use of this spell, a merchant can tell the exact amount of money in a specific location (be it a bag, chest, or pile) with the following restrictions: the coins must all be of the same type and the merchant must either pick them up or run his hands through them. The maxi-

tion for a "sixth sense". The Merchants' Guild is so determined to keep these powers out of the hands of foreigners that any member caught teaching them to an outsider is instantly expelled from the order. In fact, this is taken so seriously that a number of thugs or assassins would almost certainly be employed to make certain that the traitor does not continue to betray the Guild. Foreign members of the Merchants' Guild are not trained in these spells and most are not even aware that they exist.

Like other spells, any spell can be taken more than once if the merchant wants to.

A spell is not automatically acquired when a merchant meets the MXP requirements and picks it out. The merchant must search out another merchant who already has the spell and learn it. Learning a 1st-level spell takes one week; a 2nd-level spell takes two weeks to learn; a 3rd-level spell takes four weeks to learn; and a 4th-level spell takes eight weeks. A member of the Darokin Merchant's Guild is required by the Guild to honor any reasonable request to teach a skill he or she knows to any other merchant who qualifies. Many times, these skills are taught on long caravan trips, when there is little else to do to while away the time. Guild members are not supposed to charge for this teaching, but it happens.

Each level beyond the 15th requires 25

million additional MXPs, and gives the Merchant Prince one more Special Ability from each of the four levels.

First Level Spells

1. Calm Animal
2. Clear Sight
3. Count Coins
4. Detect Evil
5. Evaluate
6. Ignore Road
7. Orientation
8. Predict Weather
9. Resist Climate
10. Trust

Second Level Spells

1. Check Load
2. Crowd Summoning
3. Detect Ambush
4. Detect Magic
5. Hold Animal
6. Quicken Pace
7. Savior Faire
8. Silver Tongue

Third Level Spells

1. Charm Animal
2. Detect Lie
3. Find Traps
4. Infravision
5. Inventory
6. Smuggling

Map Key

• Caravansery or small town

144 Mileage, Normal Trails

144 Mileage, Rough Trails

□ Areas subjected to humanoid or raider activities

Trade Goods

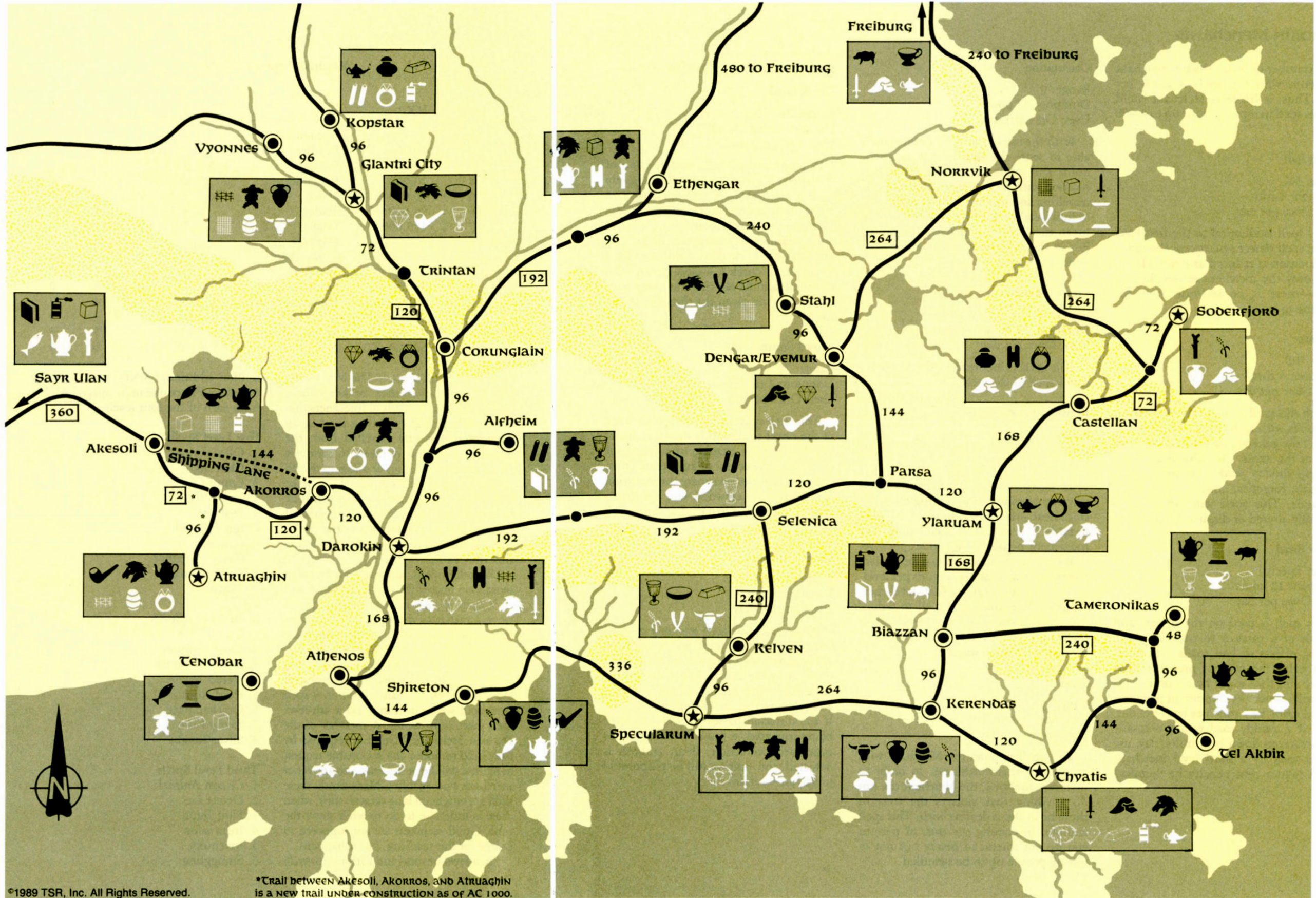
- Wood, COMMON
- Oil
- Textiles
- Salt
- Beer, ale
- Grain & vegetables
- Fish, preserved
- Hides, furs
- Tea or coffee
- Animals
- Pottery
- Wine, spirits
- Meat, preserved
- Metals, COMMON
- Dye & pigments
- Cloth
- Weapons, tools
- Monsters
- Glassware
- Semiprecious stones
- Tobacco

Precious Merchandise

- Mounts
- Wood, precious
- Porcelain, fine
- Books, rare
- Armor
- Ivory
- Spices
- Silk
- Furs, rare
- Metals, precious
- Gems

Symbols in black sell at less than market value.

Symbols in white sell at more than market value.



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*Trail between Akesoli, Akorros, and Atruaghin is a new trail under construction as of AC 1000.

Darokin Merchants

num number of coins which a merchant can count with this spell is 2,000 per level. Thus, a 4th level Merchant could use this spell to rapidly count up to 8,000 coins.

Detect Evil

Range: 30'
Duration: 1 turn
Uses: Once per day

This spell is identical to the first-level clerical spell *detect evil*, except the range and duration is reduced as noted above. Also, only the merchant senses the evil thing—there is no tell-tale glow for everyone to see.

Evaluate

Range: 10'
Duration: 1 turn
Uses: Once per day

With this spell, a merchant can inspect any goods within the range of the spell, and tell the general quantity, quality, and value of the items. This spell is good for spotting shoddy workmanship, inferior materials, forgeries, imitations, and other frauds. This spell will not uncover magically altered or disguised items.

Ignore Road

Range: Special
Duration: 12 hours
Uses: Once per day

This spell is used on the drivers and animals of a caravan to counteract the slowing effects of bad roads. The merchant helps the caravan pick out solid footing and thus make better time. This spell will reduce any movement penalties for bad roads by 1 mile per level per day. Thus, if a muddy road would normally slow a caravan down by 5 miles/day, use of this spell by a third level merchant would reduce that penalty by 3 miles/day.

Orientation

Range: 0'
Duration: 12 hours
Uses: Once per day

With the use of this spell a merchant is able to sense the direction of magnetic north and, thus, determine his or her location with a chart. For those who are travelling and stricken with a long period of foul weather, the Orientation spell can mean the difference between becoming lost in the wilderness and reaching your destination alive.

Predict Weather

Range: 0'
Duration: 12 hours
Uses: Once per day

This spell is identical to the first-level druid spell of the same name.

Resist Climate

Range: Special
Duration: 12 hours
Uses: Once per day

This spell allows a caravan or other road travelers to counter the slowing effects of cold, heat, storms, and similar ecological hazards. The use of this spell reduces any movement penalties by 1 miles per level of the caster. A merchant can only affect five pack animals or two wagons per level, however. To illustrate, a fifth-level merchant could employ this spell to reduce the negative affects of a thunderstorm on travel by 5 miles per day for as many as 25 pack animals or 10 wagons.

Trust

Range: 0'
Duration: 1 turn/level
Uses: Once per day

This spell endows the Merchant with an aura of trustworthiness. In order to maintain the spell, the Merchant can not do anything that violates the trust of those he or she is dealing with. This spell is useful in gaining the trust of persons you do not intend to betray but not in setting people up to be swindled.

Second Level Spells

Check Load

Range: 10'
Duration: 1 turn/level
Uses: Once per day

A merchant can tell, with the use of this spell, if a cart or wagon is properly packed for travel. If this spell is used before a trip starts and once every ten days thereafter, a merchant can ignore a "Load Shift" result (see "Mercantile Trade," later in this book). It takes a full turn for a merchant to check a wagon or cart with this spell, and he can check as many wagons as possible given the duration of the spell.

Crowd Summoning

Range: 25'/level
Duration: 1 turn/level
Uses: Once per day

This spell causes all those within range of the caster to be subtly drawn to his or her location by making the merchant seem to be the center of attention. Thus, the merchant can dominate the attention of buyers at a crowded and confusing street market, virtually assuring an increase in business.

Detect Ambush

Range: 1 mile/level
Duration: 1 turn
Uses: 2 times/day

When cast, this spell sets up a magical ward which is triggered when the merchant comes with range of an ambush or similar surprise attack. The duration listed is the length of time which the ward will remain in effect waiting to be set off. If the duration passes without the spell being triggered, it must be cast again for continued protection. If an ambush is detected, the location will be pinpointed to within 1/4 mile.

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Detect Magic

Range: 10'
Duration: 1 turn
Uses: Once per day

This spell is identical to the first-level magic-user spell of the same name, except for the reduced range.

Hold Animal

Range: 60'
Duration: 1 turn per level
Uses: Once per day

This spell is similar to the third-level druid spell of the same name, but with some important differences. A merchant can affect 1 Hit Die of animals for every level, but the spell only works on domesticated beasts of burden, including mules, horses, camels, elephants, and oxen. The merchant must be familiar with the animals he wishes to hold, as well. The animals do not get a saving throw, but are paralyzed for the duration listed above. This spell is usually reserved for emergencies, like when a team of animals threatens to run away with a wagon. There is a 1 in 6 chance that a panicked animal subjected to this spell will die instantly.

Quicken Pace

Range: Special
Duration: 12 hours
Uses: Once per day

By use of this spell a caravan can increase its rate of travel. For each level the merchant has attained the caravan may add 2 miles to its progress that day. Hence, an eighth-level merchant could increase his caravan's rate of travel by 16 miles per day.

Savior Faire

Range: 0'
Duration: 1 turn/level
Uses: Once per day

This spell permits the merchant casting it to "fit in" with any given crowd of individuals by giving him a temporary infusion of knowledge similar to their

own. As an example, if it were used while the merchant was attending a formal ball in the palace of Duke Stefan Karameikos it would make the caster an elegant dancer and charming, sophisticated guest. On the other hand, if it were used while the character sat in a bar on the docks of Akesoli it would endow him with a resistance to strong drink, an spell to curse like a sailor, and the words to a few good drinking songs.

Silver Tongue

Range: 0'
Duration: 1 turn
Uses: Once per day

This spell gives the caster the ability to mislead others without fear of being caught. While it is in effect those who speak to the merchant will believe almost anything they are told. The DM will have to consider each statement made by the *silver tongued* merchant and decide whether a saving throw is allowed. A statement like "this dagger is the finest blade of its kind in all of Darokin" would not entitle the subject to a save while "this dagger was used by Karinda the Mighty to slay the Dragon of Thundersea" certainly would.

Third Level Spells

Charm Animal

Range: 30'
Duration: 1 day per level
Uses: Once per day

With this spell, a merchant can take untrained, untamed animals and use them to draw wagons or carry loads. The merchant may *charm* 1 Hit Die of animals per level. Magical beasts are immune to this spell, and all other animals get a standard saving throw. Some very bizarre animals may be *charmed* into pulling wagons by use of this spell, but that doesn't guarantee that appropriate harnesses are available, or that the animals will be well-suited to the task.

Detect Lie

Range: 10'
Duration: 1 turn per level
Uses: Once per day

With this spell, a merchant can tell when someone within the spell's range is lying, either to the merchant or to someone else. This spell will also detect omissions of important information or evasive answers, but it will not detect honest mistakes.

Find Traps

Range: 30'
Duration: 2 turns
Uses: Once per day

This spell is identical to the second-level clerical spell of the same name.

Infravision

Range: 0' (merchant only)
Duration: 1 hour per level
Uses: Once per day

This spell is identical to the third-level magic-user spell of the same name, except for the range and duration changes noted above.

Inventory

Range: 10'
Duration: 3 turns
Uses: Once per day

By using this spell, a merchant can tell, after one turn's study, the exact contents of a wagon, cart, section of warehouse, or any other pile of merchandise within the spell's range. Items in sealed crates, barrels, and other containers, of course, cannot be determined unless they are opened at the time the spell is cast.

Smuggling

Range: 30'
Duration: 1 turn/level
Uses: Once per day

Use of this spell insures that hidden items remain hidden. For example, a concealed compartment will be overlooked and a false bottom not found by

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customs inspectors. When cast it affects all such places within range of the merchant.

Fourth Level Spells

Accounting

Range: 0'
Duration: 1 turn
Uses: Once per day

With this special spell a Merchant can go over financial records very quickly and check for evidence of accidental errors or deliberate theft. Similarly, the spell permits a character to quickly determine his or her financial status and establish amounts of money owed to or by the caster.

Charm Person

Range: 25'
Duration: Special
Uses: Once per day

Except as noted above, this spell is the

same as the first level magic-user / elf spell of the same name.

Check Caravan

Range: Special
Duration: 1 hour
Uses: Once per week

With this spell, a merchant can detect sabotage or hidden flaws in a caravan and its cargo. The merchant will "sense" something wrong, and can home in on the problem until he finds it. Anything from cracked wheels, frayed ropes, and sick animals to mispacked crates, leaking barrels, or false documents can be found with this spell. Use of this spell does not guarantee a safe journey, but the chance of an accident is obviously greatly reduced.

Embezzle

Range: 0'
Duration: N/A
Uses: Once per day

With this spell a merchant can falsify

financial records to conceal his or her business transactions. It can be used to fool tax investigators, trick customs agents, or hide theft. The maximum amount of money which the character can cause to "vanish" is 100 gold pieces per level of experience. Money earned through theft by the use of this spell does not earn the character any MXPs.

Resist Magic

Range: 0' (merchant only)
Duration: 1 turn per level
Uses: Once per day

This spell confers a 50% *magic resistance* on the merchant using it, but only against magic spells and effects used to gain a business advantage. For example, this spell would guard against another trader using a *charm person* spell to get a better price, but not against the same spell in a combat situation. All disputes over what is and is not a business situation must be resolved by the DM.

Mercantile Trade

Mercantile trade is the backbone of Darokin life; almost everyone in the country participates in it at least some of the time, either directly or indirectly. The trick is to buy low and sell high, cover your expenses, and avoid disasters. There can be quite a few details to consider in the caravan business—weather, road conditions, wagon maintenance, employee morale and so forth—and this section will deal with most of it. If you're not interested in quite this much detail, that's OK, too; just ignore the parts you don't want to deal with.

Getting Started

There are several different ways the PCs can become involved in the overland trading business.

For one, they could form a caravan company and carry other people's cargo. The adventurers would have to buy wagons and animals, hire employees, and then find customers. The caravan company usually gets half the profits when the cargo is sold at its destination.

Another way to get into the speculative trading game is to buy a load of cargo and hire someone else to take it to another town and sell it for you. The someone else gets half the profits, of course, but the big advantage is that you are making money on the deal without doing anything but risking your initial investment—you are free to go do other things (slay orcs, search ruined castles, rescue princesses, whatever).

The last way, and the one that involves the most potential for profit, is to do it all yourself. Buy the wagons and animals, and transport your own cargo in them. This way, you get to keep all the profit. Of course, you are taking all the risks, too.

Pack and Draft Animals

Cargo is moved across the lands of the Known World by animal power. The table on this page details the most common (and some of the not-so-common) animals used by Darokin merchants.

Pack and Draft Animal Table

Animal	Cost	Miles Per Day	Pack Encumbr.	Draft Enc.
Draft Horse	40	18	45/90	75/150
Riding Horse	75	48	30/60	50/100
War Horse	250	24	40/80	65/130
Mule	30	24	30/60	45/90
Camel	100	30	30/60	45/90
Ox	40	12	50/100	100/200
Elephant	1,500	24	75/150	150/300
Human	—	18	6/12	10/20

Cost is given in daros.

Miles Per Day is the base speed of the animal on a normal road. The base speed of a caravan will always be the base speed of the slowest animal in it. This base speed will be modified by all sorts of things, as you will see.

Pack Encumbrance is the amount of weight the animal can carry in packs on its back. The numbers in the table are "hundredweights," the common Darokin measure of bulk cargo. 1 hundredweight is equal to 100 cns, or 10 pounds. The first number is the amount of weight the animal can carry and still maintain its base speed. The second number is the amount of weight it can carry at half speed. The draft horse, for example, can carry 45 hundredweights (that is, 4,500 cns, or 450 pounds) at full speed, and up to 90 hundredweights (9,000 cns or 900 pounds) at half speed.

Draft Encumbrance is the amount of weight the animal can pull when hitched to a cart or wagon. The numbers mean the same things as in the previous column.

There may be times that more exotic animals may be found on the roads of Darokin or elsewhere, doing the menial labor of a pack beast. Bears, great cats, centaurs, minotaurs, ogres, giants, and even dragons have been heard of, though their violent and unpredictable nature makes them generally ill-suited for the job. Most cities do not allow such beasts, even seemingly docile ones, inside their walls.

Carts and Wagons

There are several common types and sizes of cargo carriers in use in the Known World. There are different styles used in different nations, but the basic types remain the same. They are described on the table below.

Cart and Wagon Table

Vehicle Type	Cost	Weight	Cargo Capacity
Pull Cart	25	6	30
Mule Cart	50	8	40
Horse Cart	100	10	100
Small Wagon	200	30	200
Medium Wagon	350	50	400
Large Wagon	500	100	600

Cost, again, is in daros.

Weight and Cargo Capacity are in hundredweights.

The Pull Cart has two wheels and is not usually seen on the open roads of Darokin, but is instead found in the cities. It is most often pulled (or pushed) by its owner.

The Mule Cart and Horse Cart are also two-wheeled carts, and are designed to be pulled by a single animal.

The Small and Medium Wagons have four wheels, and are designed to be pulled by teams of two or four horses, respectively.

The Large Wagon is typically pulled by six or even eight horses, and has six wheels.

Larger wagons are simply not practical. Even if enough animals could be hitched to a larger wagon to pull it, it would get bogged down on even good dirt roads,

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the wagon's great weight burying the wheels in the soil. While some merchants dream of paving the Darokin Road with flagstones so that larger, more efficient wagons could travel on it, most realize the impracticality of such a plan.

Wagon Accessories

Of course, the prices and descriptions above just cover the basic wagon. Special cargo, difficult routes, and the personal whims of individual merchants mean that many "options" can be added to wagons as the need arises. For example:

Covers are necessary for cargo that should not be exposed to the elements. Covers also hide the amount and type of cargo being carried from prying eyes. A simple waterproofed canvas cover and frame (the most typical type) costs 20 daros and adds no appreciable weight to the wagon.

A **Roof** goes one step further than a mere cover, enclosing the cargo in a solid box. A roofed wagon costs and weighs twice as much as a normal one of the same size. Carrying capacity is unaffected.

A **Secret Compartment** is useful both for smuggling and for hiding valuable cargo from thieves. A secret compartment will not be detected by most cursory inspections, though a thorough search specifically made for such a compartment has a 4 in 6 chance of success. A secret compartment costs 100 daros; up to 20% of the cargo capacity of the wagon can be allocated to the secret compartment.

Living Quarters may be necessary for the wealthy merchant who is not interested in "roughing it" on the open road. When a wagon has living quarters put in, the carrying capacity is cut in half at the minimum (some merchants won't share their home with any cargo at all). Living quarters cost 100 daros minimum, and weigh at least 50 hundredweight. Depending on the tastes of the merchant involved, of course, the weight and costs could be much higher.

There are other customizing details PCs should feel free to experiment with—perches for lookouts, extra driver's seats, whatever—which may or may not



alter the basic statistics of the wagon.

Operating Expenses

Once the animals and wagons are bought, you're almost ready to go. There are still a few more points to consider, however.

The caravan must carry food for its crew. Each week the typical crewman will require 1 hundredweight of provisions at a cost of 1 daro. Food spoilage is not usually a problem on overland journeys, as supplies can be replenished at towns and villages along the way. Guards can be sent out to hunt for fresh meat during the trip, as well, but this has its own perils, including upset landowners, ambushes by monsters, and fewer guards on duty at the caravan.

The pack and draft animals usually have no trouble finding food along the road, grazing during rest breaks, and so on. When a caravan stops in town, however, fodder must be bought for the animals. The cost is 1/2 daro per day for each horse, mule, or camel, and 2 daros per day for each elephant.

Wagons and carts must be maintained regularly (wheels tightened, rotted boards replaced, and so on) or they will fall apart. Maintenance must be done every six months, and costs 1 daro per 100 hundredweight cargo capacity per 500 miles traveled. For example, a Medium Wagon that had traveled 3,000 miles the past six months would cost 24 daros to maintain. That doesn't sound like much, until you start paying for maintenance on an entire caravan. Wagons and carts that are overdue for maintenance must roll twice every time there is a chance for a mishap. (There'll be more on mishaps later in this section.)

Animals get old and broken down, too. Every six months, there is a 3% chance that an animal is too old or too sick to go on and must be retired. (Roll individually for each animal.) For elephants, the chance is only 2%.

Doing Business

Now that you've got an idea of what

your operating and start-up expenses are going to be, it's time to get to the nuts and bolts of the mercantile trade—the buying and selling of cargo.

The system that follows is modeled after and compatible with the sea trade rules in *GAZ 9, The Mintothad Guilds*. Thanks to Deborah Christian and Kim Eastland, authors of that Gazetteer, for their fine work.

City Classifications

The mercantile trade begins (and usually ends) in a city, town, or village. The only exception is the Traveling merchant, who stops at individual farms and ranches. The city classification affects the availability of cargo and the price of that cargo.

Trading Skills

A combination of skills are required for the successful buying and selling of cargo, whether the business is conducted by PCs or NPCs. Broker points, a special modifier to several important die rolls, are explained below. The skills and special abilities mentioned below are explained earlier in this book.

Appraisal: NPCs who engage in trade as their primary business can be assigned an Appraisal skill equal to their Intelligence score. If the NPC is a member of the Darokin Merchant's Guild, then he or she may possibly have the Merchant Special Abilities of *Evaluate*, *Appraise*, or even *Inventory*, depending on his or her merchant's level. Of course, there's always the chance that one practices the spell of *Embezzling* as well.

If the NPC evaluating a cargo does not have a Special Merchant Ability, the DM secretly rolls 1d20 against that person's Appraisal skill. If the result is equal to or less than the character's score, he has made an accurate estimate. If the roll is higher than the score needed, the attempt fails.

If the failure is an odd number, the character's evaluation of worth is low. If it is an even number the evaluation is high. The character is off by 5% times the dif-

ference between the roll needed and the roll made. For example, Trader Krel has an Appraisal skill of 14. When checking over a cargo, he rolls a 17. Krel's estimate is low by 15% ($17 - 14 = 3$, x 5%).

An NPC merchant who sells goods usually sets his price 10 to 40 percent (roll 1d4, and multiply by 10) above the appraised value of the merchandise. An NPC buyer makes an offer 10 to 40 percent below what he appraised the goods at. An NPC rarely sells for less than half his perceived profit margin, nor pays more than his estimate of an item's worth.

Bargaining: The Bargaining skill is designed for quick encounters with NPCs. More important negotiations, like setting the final price of an entire cargo, should be roleplayed. However, the DM can use a PC's Bargaining skill to modify price negotiations at any time—This method is especially useful for summing up the bargaining effect when many loads are haggled over.

Step 1. Determine the difference in Bargaining skill between NPC and PC. If one character has no Bargaining skill, treat it as a score of 0.

Step 2. Multiply that difference by 5 percent. The result is the **Price Adjustment**.

Step 3. If both characters have Appraisal skill (or a similar Merchant Special Ability), use the evaluation of the superior bargainer to determine the price which is adjusted. If only one character has Appraisal skill, use that price. If neither party has that skill, the DM should arbitrarily set a "fair market value" and use that as the base price to be adjusted.

Step 4. The superior bargainer improves the price or decreases the cost over a cargo's perceived value by the indicated Price Adjustment. That is, if the winner is buying goods, the price is lowered by the amount of the Price Adjustment; if he is selling goods, his agreed-on selling price is increased by that amount.

Step 5. When used for the price of many different items, total the value of the goods (as perceived by the superior bargainer) and add or subtract the percentage as determined above.

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For example, Trader Krel is trying to buy a load of flour from an NPC merchant. Krel has appraised the flour at 1,000 daros, but the NPC merchant appraises the cargo at 1,200 daros.

Both characters have Bargaining skill; Krel's 16 is slightly better than the NPC's 15. First, that means that Krel's appraisal of 1,000 daros is the base price.

Since the difference between their Bargaining scores is 1, Krel bargains a final price of 5% less, or 950 daros, from the NPC. If Krel were selling the flour, the final sale price would be 1,050 daros (1,000 + 5 percent).

If the result of all this is that an NPC agrees to sell for more than 25 percent less than his original appraisal, or to buy for more than 25 percent more than his original appraisal, he should make a Wisdom check. If the check fails, he is carried away by the great sales pitch and agrees to the high purchase price (or deep discount). If the check is made, the NPC reverts to the 25 percent above or below original appraisal as a final, "take it or leave it" price.

For example, Trader Krel would refuse to pay more than 1,250 daros for his desired load of flour while the merchant would refuse any offer of less than 900 daros.

Broker Points

Broker points are unlike other skills acquired by characters. A broker point is a die roll modifier used in the mercantile trade system described in the following pages. It is used to reflect the difference that experience makes in the success of merchant trading ventures.

Broker points are awarded by the DM to characters and to NPCs according to the criteria given below. Once received, points are never used up and can be applied any time a modifier is needed. Each point counts as a +1 modifier to a mercantile trade dice roll.

No character can ever have more than five broker points, which are normally gained only after years of game time and much trading experience, as detailed below. PCs may also receive them as

rewards for good roleplaying or spectacular trading achievements. All awarded broker points are cumulative.

PCs and NPCs alike receive broker points when they meet the following criteria:

Level 4 - 8 Merchant: +1

Level 9 - 12 Merchant: +1

Every 4 additional levels of Merchant experience: +1

Character Level 10-20: +1

Character Level 21+: +1

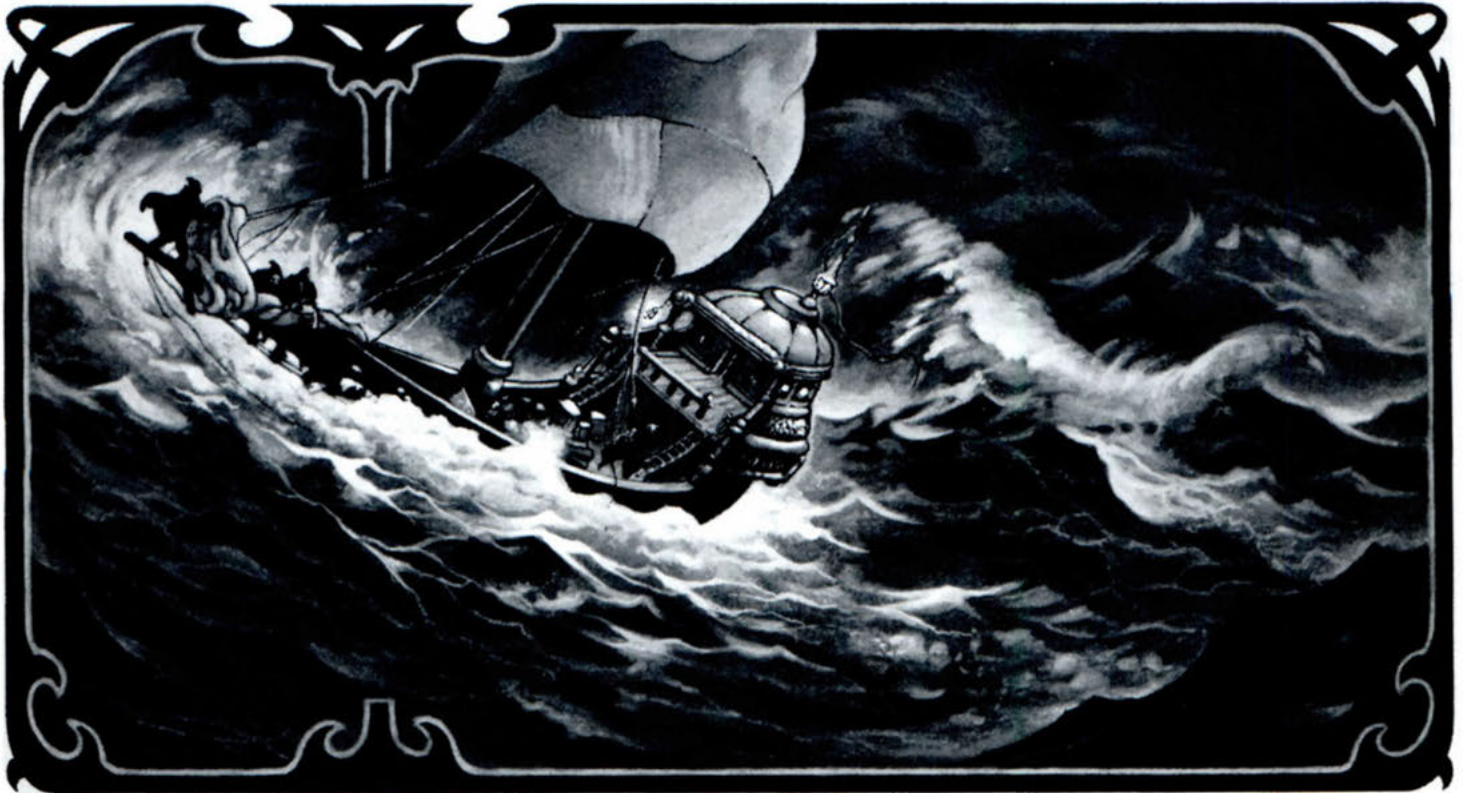
More than 5 years trading experience: +1

More than 16 years trading experience: +1

Character has both Appraisal and Bargaining skill and as raised each at least one point: +1

Buying and Selling Cargo

This procedure is used whenever a character wishes to buy or sell cargo.



Step 1. Determine city's classification.

Major trading cities throughout the Known World are listed on the Supply and Demand Table, p. 26. Cities and Towns not on add page number the table should be assigned a classification by the DM.

Step 2. Find the number of merchants and cargo loads available.

Use the table below to find the number of merchants and cargo loads in town. Broker points can be applied to rolls on this table.

The number of merchants does not show the total that are in a city, but rather how many are interested in doing business with the PCs. "Cargo loads" is a convenient measure for quantities of goods, and are further defined in the Trade Goods Table (p. 26). If PCs are buying, the number of loads shows how much cargo they can purchase. If they are selling, the number of loads shows how much of their cargo a merchant is interested in buying.

City Class	Merchants	Size of Transaction
A, B	1d6 + 2	3d8 loads
C, D	1d6 + 1	2d8 loads
E	1d6	2d6 loads
F	1d6-1	2d4 loads

The DM is free to modify results that conflict with what he knows about a given city. If, for example, the addition of broker points results in ten merchants in a class F village and the DM feels that is too many merchants for such an out-of-the-way place, he can reduce the result to a reasonable number.

One half of the merchants indicated on the table appear the first week a caravan is in town (round fractions up). Another 1/4 of them appear during the second week, and the rest trickle in at the rate of one per week until all the merchants rolled up have arrived.

For example, if there are eight merchants who will do business with the adventurers in a given town, four appear the first week, two the next, and one each in the third and fourth week. If the PCs

want to deal with all of them, they'll have to wait around for four weeks. If, after all the merchants have been dealt with, the adventurers want to wait around for more business, roll again on the table above, with a -1 modifier for each week the caravan has stayed in town.

Step 3. Determine types of cargo.

The Trade Goods Table (p. 26) lists specific types of goods that can be purchased or sold in a port. DMs are welcome to change items if they wish. For example, a result of "smoked fish" might become "smoked sausage" in one port, or "pickled hogsfeet" in another.

The DM can select cargo from this list or settle on goods with a random die roll. If a random result is desired, broker points can be applied to the roll.

If player characters are in search of a specific type of cargo, there is a base 20 percent chance that it will be available in a particular port. This percentage is increased by 5 percent for each broker point applied to the roll. Chances can also be increased or decreased by the DM

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Trade Goods Table

Roll	Merchandise	1 Load	Encumbrance per Load (hundredweights)	Base Price
01-04	Wood, common	1 cord(1)	80	50 daros
05-08	Oil	5 jars	30	100 daros
09-12	Textiles(2)	4 bags	20	100 daros
13-16	Salt	150 bricks	75	100 daros
17-20	Beer, Ale	1 barrel	8	100 daros
21-26	Grain and Vegetables	20 bags	80	150 daros
27-30	Fish, preserved	10 barrels	80	150 daros
31-35	Hides, furs	10 bundles	40	150 daros
36-39	Tea, coffee, tobacco	2 bags	10	150 daros
40-43	Animals	See Animals Table, below		
44-47	Pottery	2 crates(3)	10	200 daros
48-51	Wine, spirits	1 barrel	8	200 daros
52-54	Meat, preserved	10 barrels	80	200 daros
55-60	Metals, common	200 ingots	100	200 daros
61-63	Dye and pigments	5 jars	25	250 daros
64-68	Cloth	20 rolls	80	200 daros
69-73	Weapons, tools	1 crate(3)	10	varies(4)
74-75	Monsters	1 monster	varies(5)	varies(5)
76-80	Glassware	2 crates(3)	10	400 daros
81-85	Semiprecious stones	1 box	1	200 daros
86-00		Roll on Precious Merchandise Table		

Precious Merchandise Table

Roll	Merchandise	1 Load	Encumbrance per Load (hundredweight)	Base Price
01-10	Mounts(7)	See Animals Table, below		
11-21	Wood, precious	1 cord	80	500 daros
22-33	Porcelain, fine	2 crates	10	1,000 daros
34-41	Books, rare	1 box	3	1,000 daros
42-53	Armor(3)	1 crate	10	varies(4)
54-61	Ivory	1 tusk	10	800 daros
62-67	Spices	1 jar	6	800 daros
68-75	Silk	5 rolls	20	1,000 daros
76-85	Furs, rare	1 bundle	5	500 daros
86-94	Metals, precious	2 ingots	4	600 daros
95-00	Gems	1 box	1/2	3,000 daros

Animal Table

Roll	Animal	1 Load	Encumbrance per Load (hwt)	Fodder Cost per Load	Base Price
1	Rabbit, hen	100	50	20 daros/wk.	25 daros
2	Goat, hound	20	100	20 daros/wk.	100 daros
3	Pig	10	100	20 daros/wk.	100 daros
4	Cow	5	500	20 daros/wk.	125 daros
5	Horse	2	300	20 daros/wk.	200 daros
6	Bull	2	300	20 daros/wk.	200 daros
7	Warhorse	2	400	30 daros/wk.	1,000 daros
8	Elephant	1	1,000	20 daros/wk.	1,500 daros

to reflect how rare or common a type of merchandise might be in that town. For example, the chances of finding livestock for sale in Akorros, or cloth in Ansimont, are much higher than normal—probably 90%. But if the DM decides that a certain cargo is not available at all, not even broker points can help locate the goods.

Step 4. Find the adjusted price of cargo.

Once the nature of a cargo load has been determined, use its base price to derive its adjusted price. The base price is an arbitrary, relative value placed on an item before its value is adjusted for supply, demand, and random economic and political factors. These factors are modeled with a simple system of die rolls and situational modifiers that lead to the adjusted price—the “real” value of the goods at a specific place and time. The adjusted price must be determined before cargo negotiations can begin.

* Find the cargo's base price on the Trade Goods Table which follows (or the Precious Merchandise Table, if appropriate).

* Consult the Supply and Demand Table to find out whether there is an unusually high or low demand for this commodity at the city in question. This is indicated by a dice roll.

* If the city is class A or B, there is a +1 modifier. If the town is class E or F, there is a -1 modifier.

* Roll 3d6, adding or subtracting modifiers for supply and demand and city class, and consult the Base Price Adjustment Table (p. 27). Players can also modify the roll with broker points: If characters are selling, adding broker points results in a higher sale price; if they are buying, subtracting broker points results in a lower sale price.

* Multiply the cargo's base price by the adjustment percentage to arrive at the adjusted price.

The adjusted price represents the true value of the goods in that particular market. When broker points are applied to the roll, the result also reflects the benefits of canny business dealings.

The adjusted price is calculated when a

cargo load is bought and again when it is sold in a different city. If several merchants buy or sell the same type of goods in the same place, the adjusted price is calculated only once.

Base Price Adjustment Table

3d6 Roll	Percentage
3	30 percent
4	40 percent
5	50 percent
6	60 percent
7	70 percent
8	80 percent
9	90 percent
10	100 percent (no change)
11	110 percent
12	120 percent
13	130 percent
14	140 percent
15	150 percent
16	160 percent
17	180 percent
18	200 percent
19	300 percent
20	400 percent

Step 5. Determine the final price.

Characters next conduct any Appraisal or Bargaining that they are entitled to do (as described earlier in the section on Doing Business). The final price is the sale or purchase price agreed on after these skills have been used. If characters do not have Bargaining skill, the final cost remains the same as the adjusted price. If Bargaining skill results in a price change, the adjusted price is altered by that amount, yielding the final price for the goods.

Step 6. Exchange goods.

Goods exchange hands after the final price is agreed upon and paid. The merchant selling the goods must set aside 1/2% of the final price for the Darokin Merchant's Guild, if he is a member. Caravan crews usually handle the loading and unloading of cargo as part of their regular duties.

Supply and Demand Table

CITY	CLASS	MODIFIERS TO PRICE ADJUSTMENT
Akesoli	D	Fish -3, Porcelain -2, Tea, -2 Salt +3, Silk +4, Spices +2
Akorros	C	Fish -2, Hides -2, Meat -2, Cloth +2, Semiprecious Stones +2, Wine +2
Alfheim	C	Glassware -3, Precious Woods -2, Rare Furs -3, Grain +3, Rare Books +3, Wine +3
Athenos	D	Gems -2, Glassware -3, Ivory -3, Meat -2, Animals +1, Monsters +2, Precious Woods +2, Porcelain +3
Atruaghin	E	Coffee -3, Mounts -3, Tobacco -4, Textiles -2, Beer +3, Semiprecious Stones +4
Biazzan	D	Silk -2, Spices -2, Tea -2, Animals +2, Ivory +2, Rare Books +2
Castellan	E	Common Metals -4, Dyes -2, Semiprecious Stones -3, Armor +2, Fish +2, Pottery +3
Corunglain	B	Gems -2, Monsters -2, Semiprecious Stones -2, Hides +2, Pottery +2, Weapons +3
Darokin	A	Common Metals -2, Common Woods -2, Grain -3, Ivory -2, Textiles -2, Gems +3, Monsters +5, Mounts +2, Precious Metals +4, Weapons +2
Dengar/Evemur	B	Armor -4, Gems -4, Weapons -3, Animals +3, Grain +3, Tobacco +4
Ethengar	D	Hides -3, Mounts -4, Salt -3, Common Metals +4, Common Woods +4, Tea +2
Freiburg	D	Animals -3, Porcelain -2, Armor +2, Oil +3, Weapons +2
Glantri City	B	Monsters -4, Rare Books -3, Pottery -6, Gems +4, Glassware +3, Tobacco +4
Kelven	C	Glassware -2, Pottery -3, Precious Metals -2, Grain +2, Ivory +2, Meat +2
Kerendas	D	Beer -2, Grain -3, Meat -2, Wine -2, Common Metals +3, Common Woods +3, Dyes +2, Oil +2
Kopstar	D	Dyes -3, Oil -5, Precious Metals -3, Precious Woods +4, Semiprecious Stones +2, Spices +2
Norrvik	C	Salt -3, Silk -3, Weapons -2, Cloth +3, Ivory +3, Pottery +3
Sayr Ulan	B	Rare Books -2, Salt -2, Spices -2, Common Woods +2, Fish +2, Tea +3
Selenica	B	Cloth -2, Precious Woods -3, Rare Books -1, Dyes +3, Fish +3, Glassware +2
Shireton	D	Beer -3, Grain -2, Tobacco -4, Wine -3, Coffee +2, Fish +3, Tea +2
Soderfjord		Common Woods -4, Grain -2, Armor +2, Wine +3
Specularum	C	Animals -2, Common Metals -2, Common Woods -3, Hides -3, Armor +2, Mounts +3, Rare Furs +3, Weapons +2
Stahl	C	Ivory -3, Monsters -3, Precious Metals -4, Meat +3, Silk +2, Textiles +4
Tameronikas	E	Animals -3, Cloth -2, Tea -3, Glassware +1, Porcelain +2, Salt +2
Tel Akbir	D	Beer -2, Coffee -2, Oil -2, Cloth +2, Dyes +2, Hides +2
Tenobar	D	Cloth -3, Fish -5, Pottery -5, Hides +2, Precious Metals +2, Salt +4
Thyatis	A	Armor -3, Mounts -2*, Silk -2, Weapons -3, Gems +3, Oil +2, Precious Metals +3, Rare Furs +3
Vyennes	E	Rare Furs -6, Textiles -5, Wine -4, Beer +4, Meat +4, Silk +3
Ylaruam	B	Oil -2, Porcelain -3, Semiprecious Stones -4, Coffee +3, Mounts +3*, Tobacco +3

Mercantile Trade



* As an option Ylaruam also sells camels. This qualifies as "Mounts - 3". This is a potential market that has yet to develop. Note that Sayr Ulan may be a good customer (Camel/Mounts + 3). A small number of Thyatian "mounts" are elephants. So far, Thyatis has a quasi-monopoly on pachyderm dealership.

Notes on the previous charts:

(1) A cord contains either: 15 12'-diameter, 10'-long logs, or: 400 board-feet of 2" by 6" planks.

(2) Textiles include rope, sacking, and any woven goods other than cloth.

(3) The encumbrance of a crate is 2 hundredweight. To find the quantity of goods contained within it, divide the remaining encumbrance (8 hundredweight, or 800 cns) by the weapon or armor weight given in the rules. Round the number down; any remaining fraction is part of the crate and packing weight.

(4) Use prices given in the rules multiplied by the quantity in the crate. Quantity is calculated as explained in Note (3).

(5) Monster encumbrance is set by the DM. The suggested price for a monster is 100 daros per HD, times 10 for each asterisk. A 2HD** monster would be worth $(100 \times 2) \times 20 = 4,000$ daros. Monsters worth 1,000 daros or more are considered precious merchandise. Fodder must also be carried to feed live monsters.

(6) Semiprecious stones include amber, turquoise, alabaster, agate, geodes, and so on.

(7) The mounts are either warhorses (80 percent chance) or DM's choice of exotic mount (20 percent), such as an elephant, camel, mule, or even a domesticated monster.

The larger animals, of course, are rarely carried overland. Instead, they are driven down the road in herds. Smaller animals,

and those prone to escape, such as chickens, rabbits, turkeys, and the like, are transported in cages.

ON THE ROAD

As stated before, a caravan moves over land only as fast as its slowest loaded animal. Consider this the caravan's Base Movement Rate. A great number of factors must be taken into account before a player can tell how fast a caravan will actually move, however—terrain, weather, road conditions, and random mishaps will all affect a caravan's Final Movement Rate.

TERRAIN

Terrain affects a caravan's movement rate by multiplying the Base Movement Rate by a terrain factor. The major factors are:

Terrain	Movement
Good road	1 1/2 x
	Base
Trail, clear, grass, city	Base
Forest, hills, desert, broken	2/3 Base
Mountain, jungle, swamp	1/2 Base

The good roads in Darokin are the Darokin Road, extending from Akorros, through Darokin, and on to Selenica; and the Streel Road, from Corunglain through Darokin and on to Athenos. The other roads in the Republic are considered trails.

Weather

At the beginning of each day, the DM should roll for the day's weather. The effects of each type of weather are explained below.

When traveling in a dry area or during dry season, subtract 15 from the roll. During wet season or in a wet area, add 15 to the roll.

% Roll	Weather
01-30	Clear
31-40	Partly Cloudy
41-45	Overcast
46-50	Unseasonably Hot
51-55	Unseasonably Cold
56-60	Windy
61-65	Volatile
66-70	Storm
71-73	Thunderstorms
74	Severe Thunderstorm
75	Tornado
76-85	Drizzle
86-95	Light Rain
96-00 +	Heavy Rain

Clear, Partly Cloudy, and Overcast weather does not effect caravan speed in any way.

Unseasonable Heat or Cold puts strain on the animals, crew, and equipment. A caravan's movement rate is reduced 2 miles/day. A merchant with the Resist Climate spell can, of course, reduce the negative effects of this or any other type of weather on his or her travels.

Windy weather will cause some delays as cargo is secured, animals calmed, etc.

Subtract 1 mile/day from the caravan's speed.

Volatile weather is unpredictable. Instead of checking just once in the morning, make another weather roll at mid morning, noon, mid afternoon, and dusk. Once all of the day's weather has been determined, average the effects to determine how far the caravan was able to travel that day.

Storms are best handled by stopping the caravan and waiting it out. If a caravan does this, its speed is reduced 5 miles/day. On the other hand, if a caravan slogs through the storm, its speed is reduced by only 3 miles/day, but is subject to random mishaps at the DM's whim.

Thunderstorms will delay a caravan by 10 miles/day if they wait them out. If the caravan decides to push on, its speed is reduced by 7 miles/day, and it is also subject to up to three random mishaps decided by the DM.

A Severe Thunderstorm is so intense that visibility is reduced to nothing and no movement is possible. This is a lost day, and it doesn't even count as a day of rest for the caravan.

A Tornado result means only that a funnel cloud has been sighted. There is only a 5% chance the tornado will strike a caravan that takes cover. Taking cover from a tornado means unhitching the animals, tying down the wagons, and seeking whatever shelter may be nearby. It will delay a caravan by 10 miles/day. If a caravan decides to risk travel during such times, the chance of a strike goes up to 20%. If the caravan is hit, each PC must save vs. Death or be killed. In addition, (1d10 x 5) + 50 percent of the wagons, cargo, and animals are destroyed.

Drizzle slows a caravan by 2 miles/day. Constant drizzle may also affect road conditions.

Light Rain slows a caravan by 3 miles/day, and can also affect road conditions.

Heavy Rain will slow a caravan 5 miles/day, and will also cause road conditions to worsen.

If the time of year is right, any of the above results that include rain could be sleet or snow, instead. Sleet and Snow

penalties are double those for the same level of rain.

Road Conditions

Road conditions will affect a caravan the same way whether the wagons are on a good road or a trail. Like weather, road conditions subtract miles per day from a caravan's speed. The DM should roll once per day for road conditions, at the start of each day's journey.

It is important to keep in mind that the use of the *ignore road* spell available to merchant characters can greatly reduce the negative effects of poor road conditions.

Bad weather will affect the road conditions. For each consecutive day of drizzle previous to the day being rolled for, add 2 to the die roll. For each consecutive day of Light Rain or Storms, add 5. For each consecutive day of Heavy Rain or Thunderstorms, add 10, and for each consecutive day of Severe Thunderstorms, add 20. These modifiers can be cumulative: For example, if three days of drizzle were followed by one day of heavy rain, the next day's road condition die roll would have a +16 modifier (3x2 + 10 = 16). In addition, each consecutive day of no rain subtracts 3 from the die roll. On the first clear day after rain, or the first rainy day after a clear stretch, there is no modifier at all.

% Roll	Road Condition
01-65	Clear
66-75	Rough
76-90	Muddy
91-00 +	Mired

A Rough stretch of road is just bad enough to cause animals to misstep, already loose joints to work free, and already stressed ropes to break. Traveling on this kind of road slows a caravan by 2 miles/day.

A Muddy road slows a caravan's movement 5 miles/day. In addition, the DM should assign one random mishap.

A Mired road slows a caravan's movement 10 miles/day. In addition, the DM may create two random mishaps.

Mercantile Trade



ACROSS the BORDERLANDS

A quick look for the guards—there aren't any—and I move in. As the moon slides behind a cloud I hit the wall of the manor house. It's made of stone, strong enough to stop a mad ogre, but its full of cracks and crevices. Without even breaking into a sweat I reach the top and drop myself into the courtyard beyond.

Twenty yards of open ground separate me from the window to LeDouce's study. He may be one of the wealthiest men in Akesoli, but he should have been less stingy about hiring guards for his estate. A lot of the golds are like that, so confident that "nobody would dare break into my home" that they don't take enough precautions. Ah well, it's my job to teach them their lesson.

Another cloud drifts lazily across the shining face of the moon and I make a dash across the lawn. Just outside of the window is a hedge of thorns, but I hardly notice it as I vault onto the sill. The latch on the window is good, better than

I had expected considering the rest of LeDouce's security, but still nothing special. A few seconds with my picks and it snaps free.

Without a sound I drop through the opening and into the house. The window slides shut behind me with the faintest click and I take a few seconds to allow my eyes to adjust to the darkness of the study. In the hallway beyond this room I can hear the sounds of a party. Every few minutes, someone passes by the door, but I'm sure that it's locked to keep out drunken guests.

Using my best cat's feet, I creep to a position behind the desk and examine the blotter on it. Just as my informant had told me, a hidden catch released it from its place. With only a faint creak of poorly oiled runners, it slides back to reveal a secret panel half an inch deep. Even in this light, the gems hidden there sparkle.

A couple of fast motions and the whole horde finds its place in my pouch. I drop my calling card, a single blossom from a Monk's Hood plant, and slide the panel back into place. Too bad I won't be around when he opens it.

Darting from the shadows along the house to those at the base of the wall, I turn and look up. At a balcony high above, lighted by a fine crystal lamp, I see one of the most beautiful women I have ever laid eyes on—LeDouce's private secretary, Millana. I remove the small silver mirror from my belt pouch angle it to catch the moon's light. She sees the faint sparkle and smiles. Lifting her lantern, she steps away from the railing on the balcony and through the doors into the bedroom beyond. In the morning, we'll meet in our agreed location and I'll give her a share of the take. After all, she earned it by letting me know about that hidden cache.

I slip the mirror back into my pouch and scramble quickly up one side of the wall and down the other. Five minutes later, I'm half a mile away in the pub at the Bee & Thistle and pocketing some cold cash from a Minrothrad seaman. Within a month, LeDouce's gems will be spread across the world with no trace of their trail from his desk. All in all, a perfect operation.

Darokin, the land of opportunity. Ya' gotta love it.



Adapting Your Gazetteer to the AD&D® Game

Many of you may be avid players of the ADVANCED DUNGEONS & DRAGONS® game. For your convenience, we included this section to help you use this Gazetteer in your AD&D campaign.

The differences between the D&D® and the AD&D games are small enough that adaptation should not be much of a problem. However, for those of you who are not familiar at all with the D&D game, there are a few details that need to be clarified. For simplicity and reference, topics appear in alphabetical order.

Keep in mind when adapting your D&D adventures that AD&D characters are slightly tougher at low level, but D&D characters can deliver much more damage at middle and higher levels.

The D&D game is designed to handle very high levels of play, up to a maximum of level 36. It is suggested that you keep the same levels of experience in the two games, up to level 20. Beyond, assume that each two D&D game levels equal one character level in the AD&D game, rounded up. Using this, a level 36 wizard would turn out to be a level 28 arch-mage in the AD&D game.

Gazetteer nations can now be set up in other game worlds, such as those described in the FORGOTTEN REALMS™ Campaign Set or the WORLD OF GREYHAWK® Fantasy Game Setting. This offers interesting alternative developments to regions not yet charted, allowing you to continue your campaign without having to switch to the other game. The best of two worlds could create the greatest campaign ever!

The society described in this Gazetteer would fit nicely in either Cormyr, around Arabel, or in the Southern Lands of Calimshan, Amn, and Tethyr (for a more desert feel), for those of you using the FORGOTTEN REALMS Campaign Set. If you are working with the WORLD OF GREYHAWK Fantasy Game Setting, perhaps the Kingdom of Keoland would be appropriate.

Alignments: D&D game characters have only three alignments: Lawful, Neutral, or Chaotic. In the AD&D game,

assign Good, Evil, or Neutral alignments, depending on the context.

Armor Class: Unarmored characters in the D&D game have AC9, but in the AD&D game, those characters have AC10.

Classes: In the D&D game, elves, dwarves, and halflings actually are character classes. D&D game elves correspond to AD&D game elven *fighter/magic-users*. D&D game dwarves and halflings are *fighters*. At high levels, D&D demihumans use *Attack Ranks*, which are abilities to fight better. Ignore these in the AD&D game. Human fighters, clerics, magic-users, and thieves are unchanged.

Coins (cn): The *cn* abbreviation stands for *coin* and is a measure of weight equal to the AD&D game *gp*.

Dominions: These are lands under a character's rule, like AD&D game baronies. Rulers receive taxes from inhabitants as well as income from natural resources and services. The D&D game dominion populations grow an average 15% - 5d10 people per month. At 50 inhabitants per square mile, the growth tops out at 1d5% - 5d10 people. Use AD&D game taxation.

Equipment: The terminology in the D&D game is very similar to that in the AD&D game. Equipment cost, encumbrance, and damage in combat are slightly different, but not enough to be worth mentioning. Use the AD&D game statistics.

Encumbrance: See *cn* or *Coins*.

Experience: Total accumulated experience for characters is also different between the two games, but not enough to have a substantial effect on play. Everybody understands the difference between a level 1 magic-user and a level 15 wizard... hopefully!

Immortals: These are equivalent to the AD&D game deities. Immortals are often NPCs who reached level 36, and completed a heroic quest of some sort. Immortals belong to various "spheres," such as:

Matter: Usually related to lawful beings, fighter types, or the earth element. Opposed to the Sphere of Time.

Energy: Usually related to chaos, magic-users, or the element of fire. Opposed to

the Sphere of Thought.

Time: Usually related to neutral beings, cleric types, or the element of water. Opposed to the Sphere of Matter.

Thought: Usually related to any alignment, thief types, or the element of air. Opposed to the Sphere of Energy.

Entropy: Not related to anything except destruction, it opposes all other spheres. It corresponds to AD&D game lower planes. Lords of Entropy are demons.

Morale: Whenever NPCs or monsters run into difficulties, especially during combat, there is a possibility they would surrender or flee. Use the AD&D game reaction/loyalty system.

Monsters: Some monsters mentioned in this supplement do not exist in the AD&D game. Simply replace them with another appropriate creature. Keep an eye on play balance; differences in HD and special abilities may occur at times, calling for adjustments.

Movement: Movement rates in D&D games are given in *feet/turn*, and then in *feet/round*. In the D&D game, 100'/turn equals 10"/round in the AD&D game.

Ranges: All distances are expressed in *feet*, rather than inches. Assume 10 feet are equal to 1" in the AD&D game.

Rounds: Rounds and turns are used the same way in both games. The D&D game does not use segments. A D&D game round equals one minute; a D&D game turn equals 60 rounds. For simplicity, use the AD&D game equivalents, without converting.

Spells: Some D&D game spells have slightly different names than their AD&D game counterparts. Simply use what comes closest. Modify the number of memorized spells listed for spellcasters, to match the AD&D game rules.

War Machine: This is a mass combat system developed for use in the D&D game that has no AD&D game equivalent. *BR* stands for *Battle Rating* and is used only for the War Machine. We suggest the BATTLESYSTEM™ Fantasy Combat Supplement which works for both games.

Weapon Mastery: Ignore details for D&D game weapon mastery and replace with the AD&D game equivalent.