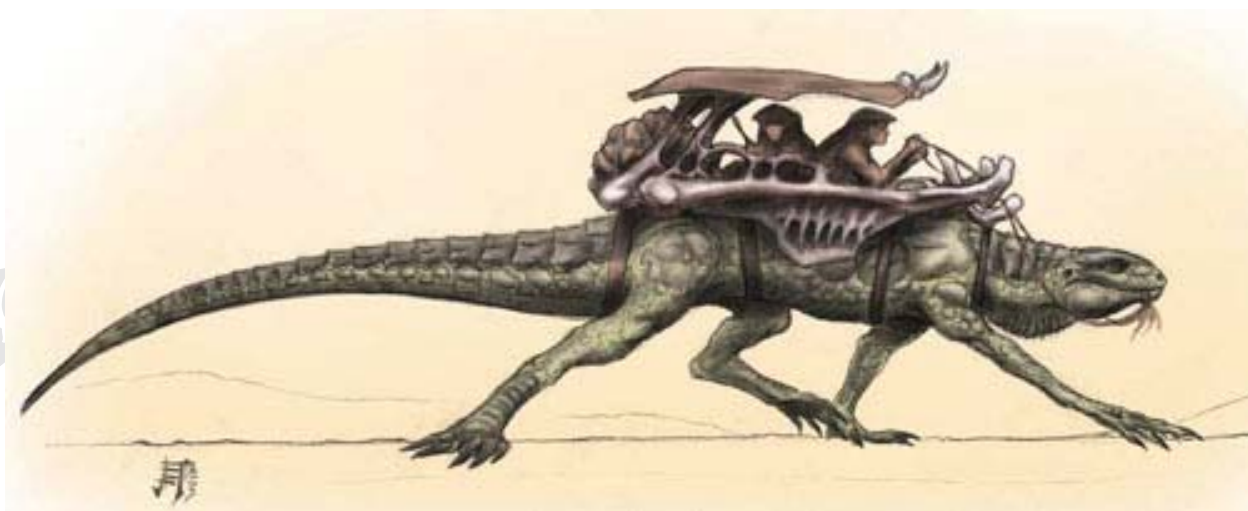


# Trade Lords

An Athasian Guide to Trade and Commerce

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# Introduction

*Marek inspected the caravan one last time as the crew was making final preparations. The trek from Tyr to Nibenay was not without its perils, and he couldn't afford anything to go wrong. Too much was at stake with this shipment, thus he had taken measures to reduce risks. The guard captain had hired on additional hands, all handpicked and paid handsomely to ensure their loyalty. Even the wagon wheels had been inspected and reinforced by a dwarven cartwright, and Marek had bribed the templars to avoid cargo inspection. His only concern was the mysterious illness his animal handler had attracted, but fortunately he had found a replacement psion on short notice.*

*Marek instinctively put one hand on his purse and the other on his sword hilt, as an elf passed by close, almost bumping into him, before disappearing into the crowd. The trader despised dealing with non-humans; his experience was that anything with pointy ears would either cheat him or try to eat him. Satisfied with his inspections and that he might have avoided a pickpocket, Marek let out a breath of relief. He assured himself the ancient relic would be delivered on time to the Shadow King's templar-wives.*

*The elf made his way through the crowded streets, and continued through a maze of backalleys. Finally, he sought refuge inside an abandoned building. Making sure that he wasn't followed or being watched, the elf opened his inconspicuous-looking wicker basket and felt beneath the canvas cloth inside. As he reached into the hidden compartment beneath it, his fingers began to sweat. The ancient figurine depicting a small, winged humanoid was cold to the touch. He quickly closed the compartment and put the lid back on the basket. His masters would be pleased, and the Shadow King would have to find himself another trinket.*

Caravans trek across the endless wastes of the burnt world. They bring news, travelers and goods between villages, roaming tribes and cities. Whether they carry corn, slaves, tools of war or luxuries, the dune traders risk their lives for profit in the service of dynastic houses. From the quick and small caravans of House Inika, to the armored transports of House Stel; the traders face the perils of the crimson sun, scrupulous raiders and dried-out wells. For the denizens of the wastes, the caravans are bringers of life or death.

*Trade Lords* provides comprehensive charts for trade between the cities of the Tablelands, trade forts and outposts, fact sheets for the major merchant houses, background information on inter-cultural trade, descriptions of the moon phases of Ral and Guthay, and complete NPC caravan crews.

Information on trade goods, the dynastic merchant houses and trader campaigns originally appeared in *Dune Trader*. *Trade Lords* expands on this information, providing

comprehensive tools for those both familiar and new to *Dune Trader*.

## How to Use This Book

*Trade Lords* is designed for use in any *Dark Sun 3.5* game. You will need the *Player's Handbook (PH)*, *Dungeon Master's Guide (DMG)*, as well as the *Dark Sun Core Rules (DS3)* to make use of the material in this book.



# Chapter 1: Goods

Trade thrives because quantity and price vary from place to place. The following charts list major trade items, along with guidelines for price and demand in each major market. These are only the most popular trade goods. Many others exist, and trade in these items may be established by the DM and players. The tables in this product give a city-by-city breakdown of the availability and prices for many common trade items on Athas. Most table entries include:

**Base Cost:** The average cost of a standard amount of the item. To determine the price of an item in a certain city, multiply the base cost by the multiplier given for the appropriate price code.

**Price Code:** A code indicating the trade item's price and availability in each city, as explained below. Note that the price codes listed represent the cities' current economic conditions. If the situation changes, the city's entire economic picture and its price codes may change. Such changes are entirely up to the DM.

- 1 means supply and demand are balanced, leaving prices approximately at the base cost;
- 0.9 means that prices are approximately 10% below base costs;
- 1.1 means that prices are approximately 10% above base cost;
- 2 means that prices are approximately double base cost;
- 0.5 means that prices are approximately half base costs, etc.

## Key

Red	It is <i>illegal</i> to traffic in this good in this city.
Black	This city <i>does not</i> trade these goods with other cities
Tan	This city <i>heavily regulates</i> traffic in these goods
↑	This price represents a <i>baseline</i> . Finer versions cost more money.



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## Trade Goods, by the Pound

Most trade goods can be measured by the pound, e.g. 1 square yd. of silk, or 10 square yards of shimmercloth, a mirror, 25 feet of hemp rope, and 50 feet of giant's hair or silk rope, all weigh exactly 1 pound each.

Good /1-pound unit	Price	Azeth's Rest	Draj	Kurn	Eldaarich	Oronha Valley	Saragar	Lost Scale	Raam	Urik	Balic	Gulg	Nibenay	Tyr
Agafari wood	25 cp	1.3	1.1	1.5	2	1	1	1	1	1	1	0.7	0.5	1
Amber	8 gp	1	1.2	1	1	0.9	0.9	0.9	1	1	1	0.9	1.1	0.9
Bronze	7 sp	1.2	1.2	1.1	0.8	1	1	1.2	1	1.2	1.2	1	1	1
Candy	1 bit	1	1	2	1	3	0.5	2	0.5	1	1	2	2	0.5
Chalk	1 bit	1	3	1	1	0.5	0.5	1	0.5	0.5	1	2	1	0.5
Cheese	2 bit	2	3	0.5	2	0.5	0.5	3	4	1	1	1	1	2
Cinnabar	16 sp	1	1	1.1	0.9	1.2	1	0.9	1	0.9	1.2	1	1.1	1
Cloth, silk /1 sq.yd.	10 cp	1	0.8	1.2	0.7	1	1	1.5	1	1	1.4	1.5	1	1
Cloth, shimmercloth /10 sq yd*	10 sp	0.9	1.2	0.8	2	1	0.1	1	1.4	1.3	1.5	1.4	1.5	1.4
Copper	5 sp	1	1.2	1.1	0.7	1	1	1.2	1	1.2	1.2	1.2	0.7	1
Cosmetics	16 sp	0.9	1	0.8	1	0.8	0.9	1	0.9	0.9	0.8	1	1	0.9
Cotton, raw	2 cp	1	2	1	1	1	0.5	1	0.5	2	1	1	1	0.5
Drake ivory	50 cp	1	1.2	1	1	0.8	1.3	0.7	1	1.3	1.3	1	1.5	1.3
Dyes/pigments	16 sp	1	1.2	0.8	0.9	1	1	0.8	0.9	1.1	1	0.9	1	1
Fuel (dung, brush, or coal)	3 bit	0.3	1	1	3	1	2	1	2	0.3	1	0.3	1	2
Fuel, smokeless (charcoal)	1 cp	0.4	2	1	1	2	1	2	1	1	1	2	1	1
Glass	1 sp	0.5	1	2	0.7	1	0.7	1.5	1	1	2	2	1	0.7
Gold	50 gp	1	0.9	1	0.8	1	1	1.2	0.9	1	1	1	1.2	1
Grain or faro	3 bit	1	0.7	1	2	1	2	2	2	1	1	1	1	2
Hardwood	15 cp	2	2	1	1.3	0.7	0.7	0.7	1	1.3	1	0.7	0.7	0.9
Incense	32 sp	1.1	1.1	1	1	0.9	1	1.2	0.9	0.9	1	1	1.1	1
Ink	64 cp	0.9	1.2	0.8	2	0.7	0.9	1.2	0.9	1	1	1.1	1.1	0.9
Iron	1 gp	2	1.1	3	5	3	0.8	2	1.1	1.1	1.7	1.1	1	0.8
Jade	1 sp	1	1	1	0.7	2	0.7	1.2	1	1	1	2	1	0.7
Kank nectar	1 cp	1	0.4	2	2	1	2	1	2	1	0.4	2	1	2
Marble	4 cp	1	0.7	1	2	0.7	2	1	1	0.7	2	0.7	1	2
Medicines	8 gp	1	1.2	0.7	2	0.7	0.9	1	1.3	1	1	1	1	0.9
Mirrors, each	1 sp	1	1	1.5	0.7	1	0.7	1.2	1	0.7	1	2	0.7	0.7
Nuts or dried fruit	1 cp	1	1	0.5	2	0.5	2	0.5	2	0.8	2	0.7	1	2
Obsidian	5 cp	1	2	2	1	1	1	1.2	2	0.8	2	1	1	1
Paper (100 count)	20 cp	1	1.4	0.7	2	0.7	1	2	0.7	1	2	1	1	1
Perfume	8 sp	1	1	0.7	1.3	0.8	0.8	1	1	0.8	1.2	1	1.2	0.8
Rope, giant's hair (50 ft.)	5 cp	1	2	2	0.8	3	1.5	2	1	1	0.5	1.5	1.5	1.5
Rope, hemp (25 ft.)	5 bit	1	0.6	2	3	3	1	3	1	1	2	1	1	1
Rope, silk (50 ft.)	1 cp	1	0.7	2	1	2	0.5	2	1	1	2	0.7	2	0.5
Salt	2 bit	3	1	4	4	5	2	0.5	2	0.5	0.2	0.2	1	2
Sausage	3 bit	0.3	2	0.7	2	1	1	1	2	1	1	0.7	1	1
Silk (raw)	5 cp	1.2	1	2	1.4	1.6	0.8	1.4	0.6	0.8	0.8	1.2	1	0.6
Silver	5 gp	1	1	1	0.8	1.2	1	1	0.8	1.2	0.9	1.1	1	1
Sugar	4 bit	1	1	2	0.5	1	2	2	2	0.5	1	0.5	1	2
Wax	7 bit	1	1	0.4	2	1	0.6	1	0.4	1	1	2	1	0.6

\*Shimmercloth is known in Saragar as "puddingfish cloth." The cloth is only produced in the Lost Sea region, but Ssuuran merchants occasionally sell it in the Tablelands or in the Trembling Plains region. See *Lost Cities of the Trembling Plains* and *Faces of the Forgotten North* (2007) for details.

## Liquids, by the Tun

Dune Traders purchase and sell following liquids by the tun. A tun contains 250 gallons, approximately 2000 lbs.

Item		Azeth's Rest	Draj	Kurn	Eldaarich	Oronha Valley	Saragar	Lost Scale	Raam	Urik	Balic	Gulg	Nibenay	Tyr
Ale	4 gp	2	2	0.5	3	0.5	0.5	2	0.5	1	1	1	1	0.5
Beer/broy	10 gp	1	1	0.4	2	0.5	0.5	2	2	1	1	0.5	1	1
Cider	8 cp	1	1	0.5	2	0.5	0.5	1.5	2	1	2	0.5	1	1
Liquor (fine) †	20 sp	2	3	0.7	1	0.6	0.4	2	1	1	0.7	1	1	1
Liquor (rotgut)	50 cp	1	2	0.7	0.7	0.7	0.8	2	0.7	0.7	0.7	1	0.7	1
Oil, lamp	25 cp	1	0.5	1	1	1	2	0.5	1	1	1	2	2	1
Oil, cooking	16 gp	1	1	0.5	2	0.5	1	2	2	1	1	0.5	0.5	2
Water	10 cp	0.5	1	1	2	0.1	0.1	0.5	2	1	2	1	0.5	2
Wine (cheap)	20 cp	1	1	0.5	2	0.3	0.5	2	2	0.5	2	0.5	1	2
Wine (fine)	95 cp	1	1	0.5	2	0.3	0.5	2	1	2	1	2	3	0.5



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## Odd-Weight Items

This table lists items that are not easily grouped in pound units.

Item	Base cost	(Approximate Weight)	Azeth's Rest	Draj	Kurn	Eldaarich	Oronha Valley	Saragar	Lost Scale	Raam	Urik	Balic	Gulg	Nibenay	Tyr
Ceramic ware	1 bit	½ lb (1 pc)	1	1	2	1	1	0.7	1.2	0.7	1	2	1	2	0.7
Cloth cotton.	4 cp	2 lb. (sq yd)	1	0.7	1	1	1	1	1.5	0.7	0.7	1	2	2	1
Cloth, hemp	8 bit	2 lb	1	1	0.7	2	1	2	1.5	1	2	1	0.7	1	2
Feathers, rare	5 sp	1/100 lb	1	2	0.7	2	1	1.1	0.5	0.7	0.7	2	0.7	1	2
Feathers, common	3 bd	1/100 lb	1	2	0.7	1	1	1	1	1	0.7	1	0.7	1	0.7
Furs	2 sp	2 lb	1	1	0.7	1	0.7	1	0.5	0.7	0.7	2	2	1	1
Leather, tanned	5 cp	4 lb. (sq yd)	0.7	0.7	0.7	0.7	1	2	1	2	2	0.7	1	1	1
Paintings	1 gp	2 lb	1	1	0.7	1	0.7	0.7	1.5	1	0.7	1	2	2	0.7
Rugs	1 gp	10 lb	1.2	2	1.5	0.7	1.2	1.4	1.5	1	0.7	0.7	1	2	0.7
Statues	1 gp	75 lb	1	2	0.7	0.7	1	1	0.7	1	0.7	1	1	2	1
Tools	1 cp	2 lb	0.7	1	0.5	1	1	1	1.2	2	1	0.7	1	0.7	2





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## Animals and Mounts

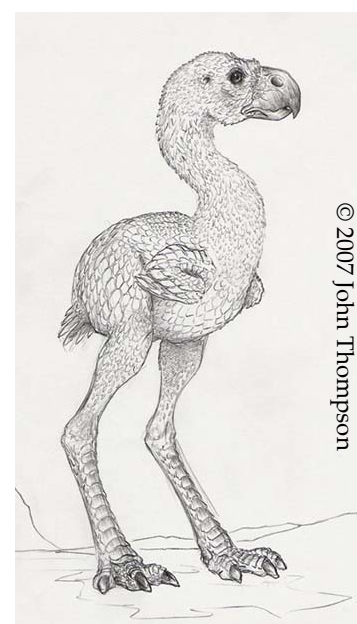
This chart lists the average price for creatures commonly trafficked between city-states.  
Note: If an animal is not listed here, see "General Categories"

Creature	* Price	Azeth's Rest	Draj	Kurn	Eldaarich	Oronha Valley	Saragar	Lost Scale	Raam	Urik	Balic	Gulg	Nibenay	Tyr
Arena creatures, *		1	1	1	2						2	0.7	1	1
Crodlu, riding	2 gp	0.7	2	0.7	2	1	1	1	1	1	1	1	1	1
Crodlu, warmount	4 gp	1	1	0.7	1	1	1	1	2	2	1	0.7	1	0.7
Inix	1 gp	0.5	1.5	0.7	2	1	1	1	1	2	1	2	2	1
Inix, warmount ↑	25 sp	0.7	1.2	0.8	2	0.7	1	1	1	1.2	1	1.2	1.2	1
Kanks, riding	12 sp	0.7	2	2	2	1	1	1	1	1	0.7	1	2	1
Kank, warmount	25 sp	1	1.2	1	1.3	1	1	1	1	1	0.8	0.8	2	1
Mekillot	2 gp	0.5	2	0.7	2	2	1	1	1	2	1	1	1	0.7
Songbirds	1 cp	1	1	0.7	1	0.7	1	1.5	1	0.7	0.7	1	2	0.7

\*Most cities Will pay for live monsters captured for entertainment purposes in the arena or similar blood sports. The DM must determine whether the captured creature has appeal for blood sport purposes. To determine the base price for a live arena creature in good condition (in silver pieces), multiply the creature's CR by itself.

## General Categories of Goods

This chart lists broad categories of items and creatures commonly traded between city-states. Weights, prices and individual availability will vary according to the item or creature. For example, the "vehicle" category includes items ranging from chariots to silt skimmers. The DM must determine whether a particular item is available or in demand in any particular city. For example, a city far from any body of silt will not purchase or sell silt skimmers.



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	Azeth's Rest	Draj	Kurn	Eldaarich	Oronha Valley	Saragar	Lost Scale	Raam	Urik	Balic	Gulg	Nibenay	Tyr
Alchemical items	1	2	0.7	0.7	0.7	1	1.5	0.7	0.7	0.7	1	0.7	1
Animals (pets)	1	0.7	1	1	2	1	1.2	1	1	2	0.7	1	1
Gems	2	1	1.2	1	1	1	0.7	0.7	0.7	1	1	2	0.7
Armor	1	1	0.7	1	1	2	2	2	2	2	1	0.7	0.7
Poisons	0.9	1.1	0.8	1	1	1.2	1	1	1.1	1	1.1	1	1
Psionic items/services	1	0.7	0.7	2	0.7	0.8	0.7	2	1	1	1	1	2
Clothing	1	0.7	0.7	1	1	1	1.5	1	1	2	0.7	2	1
Finished leather goods	1	0.7	0.7	1	1	2	1.2	1	2	1	1	1	1
Livestock, bird	1	2	0.7	1	1	1	1	1	1	1	1.5	0.7	0.7
Livestock, insect	1	2	2	2	1	1	1	1	0.7	0.7	2	1	0.7
Livestock, mammal	0.5	1.5	0.8	2	1.2	0.7	1.5	2	1	1	1	1	1
Livestock, reptile	0.5	2	0.7	2	1	1	1	1	2	1	2	2	1
Magical items/services	1	1	0.7	1	1	2	1.5	1	1	1	1	1	1
Jewelry	1	2	1	0.7	1	0.9	1.2	0.7	1	1	1	1	0.7
Vehicles	1	1	0.7	2	0.7	2	1.2	2	1	1	1	0.7	2
Slaves, labor	1	2	1	2				2	2	1	1	0.7	1.1
Slaves, specialty	1	2	1	2				0.8	1	1.5	1	0.7	2
Spell books	1	2	0.7	2	0.7	2	1.5	1	2	1	1	0.7	1
Spell components	1	0.7	1	1.5	1	2	1.5	1	1.2	1	1.5	0.5	1
Weapons	1	0.7	0.7	2	0.7	2	0.7	2	2	1	2	0.7	2

## Perishable Goods

Unlike other trade goods, perishable items cannot be left out in the desert for weeks and months at a time without losing their value. These goods have a half-life. Assume that the total group of goods is half as valuable for every half-life increment that passes. For example, if someone purchased 80 lbs. of berries in Kurn for 40 Cp and teleported with them to Draj and sold them a couple of days, they could sell the berries for about 240 Cp. However, if they brought them in a covered wagon to Draj, taking just over 12 days, the berries would only be worth 30 Cp, 1/8 of 240. The DM could explain that most of the berries had rotted, and the remaining ones looked dry and less appetizing, although still edible. In all, the berries have lost 7/8 of their value.

Perishable Item	Price	half-life (days)	Azeth's Rest	Draj	Kurn	Eldaarich	Oronha Valley	Saragar	Lost Scale	Raam	Urik	Balic	Gulg	Nibenay	Tyr
Animal skin, raw	5 cp	50	0.4	1.4	0.8	1	0.2	1	0.4	1	1	1	0.6	1	0.6
Berries, fresh	1 cp	4	2	3	0.5	3	0.2	0.2	0.4	3	2	4	0.6	1	0.6
Bone, raw	1 cp	100	0.5	2	0.8	1	1.2	1	1	1	1	1.5	1.2	1	1
Chitin, raw	3 cp	100	1	2	1	1	1.4	1	0.7	1	1.2	1	1.2	0.7	1
Erdlu eggs, each	5 bit	30	1	2	0.7	2	1	1	1	1	1	1	2	0.7	0.7
Figs	1 bit	20	0.7	1	2	2	2	2	1	2	1	2	0.7	1	2
Fruit	2 bit	10	1	1	0.7	2	0.7	0.5	1	2	1	1	0.7	1	2
Herbs	3 bit	100	1	1	0.3	1	0.3	0.3	0.3	2	0.7	0.7	1	1	2
Resins	12 gp	100	0.9	0.9	0.8	2	1	1	0.9	1	0.9	1	1	1	1.2
Spice, common	1 cp	100	1	1	0.5	2	1	2	2	2	2	1	0.5	0.5	2
Spice, exotic	15 cp	100	1	1	1	1	1.5	1	0.7	1	2	0.7	0.7	0.7	1
Spice, uncommon	2 cp	100	1	1	1	2	2	2	1	2	2	1	0.5	0.5	2
Vegetables	2 bit	20	1	1	0.7	2	0.7	0.5	1	2	1	1	1	0.7	2

# Chapter 2: Trading

## Trade Outside the Cities

The economies of villages are almost always volatile. When buying or selling in a village or trading with a nomadic tribe, typically use the volatile category in the random market fluctuation table, and apply the result to the prices of the nearest city.

Several other villages are exceptions to the price volatility rule in other villages. These special communities are the source of major commodities and so have relatively fixed price codes. Those villages are listed below, along with the price codes for the items they produce. These codes fluctuate in the same manner as the codes of the city-states.

**Altaruk:** cloth, silk: 1; crodlu 0.8; inix 0.8

**Azeth's Rest\*:** cosmetics 0.9; fuel, (charcoal) 0.4; water 0.5; wine (fine) 1.

**Celik\*\*:** cattle 2; gold 0.8; iron 0.9; water 8

**Dimlands Craft Village:** (good village produces) 0.4

**Fort Stench:** leather 0.5; leather goods 0.5

**Ket:** beer/broy: 0.7; candy 0.3; grain (corn) 0.4; water 1

**Ledopolus (both):** weapons 0.8; grain (wheat) 0.9

**Makla:** obsidian 0.3

**Ogo:** gems 0.9; hardwood 0.3; rare feathers 0.9

**Salt View:** salt 0.1

**Tradenest:** shimmercloth 0.5

**Walis:** copper 0.8; gold 0.8

**Waverly:** marble 0.6

**Winter's Nest:** drake ivory 0.9; furs 0.5

\*Azeth's Rest is a peculiar exception, because of the seasonal trade fairs. Azeth's Rest has volatile prices and low availability for most of the year, but during the trade fairs, has an economy as powerful as that of any city-state, because of the number of people bringing goods to trade. Additionally, during early Flamesky season, livestock can be purchased for half the normal price. See *Lost Cities of the Trembling Plains*.

\*\* In contrast to Azeth's Rest, Celik has the economy of a fort rather than that of a city, since the city's primary industry is looting its own ruins. See *Wanderer's Chronicle*.

## Trade Houses

### House Azeth

#### Emblem

Golden lizard with a man's torso, standing between two palms.

#### Holdings

Azeth's Rest, Kurn, Draj, Fort Stench, Ket, Silt Side, Fort Meraan.

#### Workers

250 warriors, 2,000 slaves.

#### Specialty Goods and Routes

Livestock, bulky goods, liquids, hardwood, agafari. Routes include Kurn, Eldaarich, Draj, and the Trembling Plains.

#### Treatment of Employees

Agents are family by blood, adoption, or marriage. Agent pay is low but all agents have a stake in the house. Some mercenaries are actually paid more than agents. They even pay their "slaves."

#### Caravan Complement, Village & City, Emporiums & Outposts

Very carefully trained teams such as the War Inix team, interacting in the large caravan group, drawing from Kurnan military tactics and organization. North of Azeth's Rest, heavy preserver magic protects the caravans.

#### Diplomacy & Tactics

Cooperative, cordial, and diplomatic. Scrupulously studies and abides by laws and customs of the lands they deal in. Avoids arcane magic & spell components in the Tablelands, and pays full Kurnan taxes. Agents extremely well-equipped with Kurnan magical items (see *Lost Cities of the Trembling Plains*).

### House Inika

#### Emblem

A plain gold circle on a black field.

### Holdings

Gulg, Fort Adros, Fort Harbeth, Fort Skonz, Shazlim.

### Workers

500 warriors, 2,000 slaves.

### Specialty Goods and Routes

Small and valuable items such as Kola nuts, spices, gems, feathers. All seven city-states.

### Treatment of Employees

Average pay or less for starting agents, lavish with trusted agents. Agents & families well cared for. Slackers cut off quickly.

### Caravan Complement, Village & City, Emporiums & Outposts

Scouts, spies, kank riders, and lightly armed, fast-moving fighters. Very few (and well paid) mages and psionicists hired only in dire need.

### Diplomacy & Tactics

Nonconfrontational, cordial, polite. Rents space in forts, villages, & cities. Stays out of trouble and/or never gets caught. Manipulates prices deftly. Scrupulously lawkeeping (see *Dune Trader*).

## House M'ke

### Emblem

A silver quill pen on a red field.

### Holdings

Raam, Ft. Firstwatch, Ft. Isus, Ft. Xalis, Jalaka, (secret caches of wealth in dangerous areas), Urik, Tyr, Balic .

### Workers

2,000 warriors, no slaves.

### Specialty Goods and Routes

Weapons, food, metals, obsidian. Raam-Urik, Raam-Altaruk, Raam-Tyr, Raam-Balic, Tyr-Jalaka (M'ke used to carry other routes).

### Treatment of Employees

High paying but hazardous. 25-50% above average pay. Opportunities typically abound because of high mortality rate. Employees expected to die rather than compromise. Bonuses for bravery and cleverness.

### Caravan Complement, Village & City, Emporiums & Outposts

20-30 Crodlu-mounted scouts, 6-10 medium-sized wagons, & (sometimes) up to 4 well-defended armored caravans. Crossbow-armed troops in caravan; foot soldiers walk alongside. Undermanned city offices.

### Diplomacy & Tactics

Flexible: Friendly & helpful to the strong, ruthless & vicious to the weak. Respects the Sorcerer Kings, never engages in smuggling, friendly with Hamanu and Tectutitlay. Masters of negotiation, intrigue, & diplomacy. Employs some Raamite Templars. Much force concentration in Ft. Xalis to protect Urik route (see *Dune Trader*).

## House Shom

### Emblem

3 Silver Dragonflies on a red-and-black, diagonally divided field.

### Holdings

Raam, Ft. Firstwatch, Ft. Isus, Ft. Xalis, Jalaka, (secret cac Nibenay, Ft. Melidor, Ft. Inix, Ft. Sunset, Cromlin, Balic.

### Workers

2,000 warriors, no slaves.

### Specialty Goods and Routes

Nibenese Obsidian, Rice, Water, lumber, weapons, art, minor objects.

### Treatment of Employees

Wonderful pay, virtually no advancement, intrigue & double-dealing among employees. Nasty to competent new agents.

### Caravan Complement, Village & City, Emporiums & Outposts

Kreen, halfling, armored giants, poor and varied organization.

### Diplomacy & Tactics

Hardly recognize that other houses exist. Tends to move too little and too late (see *Dune Trader*).

## House Stel

### Emblem

Black & White Banner.

### Holdings

Urik, Ft. Courage, Ft. Iron, Ft. Sandol; Single office in Balic, Altaruk, & Wallis.

### Workers

3,000 warriors, no slaves.

### Specialty Goods and Routes

Main routes to Ringing Forest, Ogo-Makla-Urik-Raam-Draj. Exporting ceramics, gold, weapons, art & slaves; importing grains, iron.

### Treatment of Employees

United by prosperity.

### Caravan Complement, Village & City, Emporiums & Outposts

Armored kank or crodlu riders, lightly armored scouts, elite raider mercenaries trained in stealth, elven archers, variety of troops. Outposts armed like fortresses. Major outposts in all northern cities & many villages; token presence in Balic & Southern towns.

### Diplomacy & Tactics

Known for dealing in Urik's spoils of war: Gold, slaves, stolen cargo. Offers mercenary services and even dabbles in kidnapping for ransom. Awful relations with other trade houses, great relations with sorcerer kings, especially Hamanu (see *Dune Trader*).

## House Tsalaxa

### Emblem

Evil yellow eyes on black field.

### Holdings

Draj, Ft. Ebon, Ft. Kalvis, Rumish's Rock, Ablath, Several northern villages.

### Workers

1,500 warriors, no slaves.

### Specialty Goods and Routes

Exporting Draji hemp and grain. Artwork, ornate weapons, slaves. Contraband dealings. Villages along Urik-Raam-Draj route.

### Treatment of Employees

Opportunities for spies and assassins. When Hirelings learn secrets, they are usually offered permanent employment -- or killed. Hire braxat, gith, love those with psionic skills.

### Caravan Complement, Village & City, Emporiums & Outposts

12+crodlu riders, followed by 5-10 open wagons (light: 5000-10,000). Rarely uses armored caravans. If slaves there, they walk in a coffle w/ overseers. Distrust most mages, prefer psions.

### Diplomacy & Tactics

Blackmail, kidnapping, assassination, military harassment through mercenary raiding tribes. Cordial relations with Sorcerer kings. Openly exterminates small houses. Acts more stealthily against larger houses. Many illicit dealings. Monopolistic economic tricks. Not trusted (see *Dune Trader*).

## House Vordon

### Emblem

Black diamond on red-brown field.

### Holdings

Tyr, Ft. Amber, Ft. Thamo, Mira's Halo.

### Workers

2,000 warriors, 1,000 slaves in front houses, e.g. Troika.

### Specialty Goods and Routes

Iron: Tyr-Altaruk, Tyr-Urik, Tyr-Balic routes.

### Treatment of Employees

Well-paid and loyal – salaries are 50% above normal. Not hiring for Vordon, only for dummy houses. Loyal employees, quite professional.

### Caravan Complement, Village & City, Emporiums & Outposts

Large, well-guarded caravans. 20+ armored crodlu riders, 50 archers on foot, 5-10 armored wagons. Half-giants and muls.

### Diplomacy & Tactics

Largely seen as a has-been (see *Dune Trader*).

## House Wavir

### Emblem

Silver Jozhal on a blue field.

### Holdings

Holdings in all 7 cities. Ft. Glamis, Ft. Thetis, Outpost Ten, Outpost 19.

### Workers

None.

### Specialty Goods and Routes

Every imaginable commodity.

### Treatment of Employees

Priests, especially water priests (15-20 sp/lvl). Preservers & psions (20 sp/lvl/month) employed frequently. No defilers or slaves. Generous incentives to persuade agents & freelance adventurers to join.

### Caravan Complement, Village & City, Emporiums & Outposts

Well-guarded caravans: Elf mercenaries & crodlu or kank-riding scouts. Lightly armed archers accompany the wagons & pack Inix. Typical: 25 elven scouts, 12 riders, 25





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archers, and up to 10 wagons of varying size, up to 10 pack Inix & numerous kank and crodlu bearing cargo. Armored caravans on long or precious journeys. Paranoid security. Impressive magical, psionic, & military defenses. No slaves.

#### Diplomacy & Tactics

Magic and psionics used for espionage. Open battle with Tsalaxa, but cordial in public. Kind and generous to smaller houses. Contacts with Shadows, a mysterious elven tribe involved in smuggling, espionage, etc. Openly anti-slavery (see *Dune Trader*).

### House Ardian

#### Holdings

Wallis.

#### Workers

300 warriors.

#### Diplomacy & Tactics

According to *Dune Trader*, Ardian owns Wallis and arrogantly waves its gold monopoly in everyone's face. However, according to the later *Wanderer's Chronicle* and the earlier *Wanderer's Journal*, Tomblador owns Wallis. With their rivals' growing jealousy of its gold trade, Ardian eventually accepted an offer to be purchased by Tomblador under the conditions that Ardian keeps its independency.

### House Tomblador

#### Holdings

Balic, Wallis, Altaruk.

#### Diplomacy & Tactics

See the *Wanderer's Chronicle*. Tomblador de facto owns Wallis through the purchase of Ardian, even if Ardian is allowed to operate independently.

### House Rees

#### Holdings

Balic, Altaruk.

#### Treatment of Employees

Slave-driver personality, according to *Wanderer's Chronicle*.

### Dedys Consortium

#### Holdings

Draj, Dedys, 3 forts, 6 outposts.

#### Workers

500 warriors.

#### Diplomacy & Tactics

Alliance of three small houses: Terg, Voyan, and Shaktur. Assisted by Wavir, hated by Tsalaxa (see *Dune Trader*). Discovered the Lost Cities route in FY 11 (see "Grave Circumstances", *Dungeon* 56).

## House Fyra

### Holdings

Salt View, 1 fortress south.

### Workers

500 warriors.

### Diplomacy & Tactics

Brawling ex-slaves (see *Dune Trader*).

## House Ianto

### Holdings

Fort Ianto.

### Workers

200 warriors.

## House Kleithira

### Holdings

1 fortress northwest of Urik.

### Workers

150 warriors.

### Treatment of Employees

"Numerous" slave archers.

### Diplomacy & Tactics

Stel is trying to wipe Kleithra out, so Kleithra is planning to make a bolt for it (see *Dune Trader*).

## Trade Forts and Emporiums

Holding	House	Mercenaries	Slaves	Agents	Civilian	Notes
Ablath	Tsalaxa			500	500	"Trade village near oasis 20 miles SW of Silver Spring. Ablath is Tsalaxa's contact with tribes, and frequent stopover for caravans bound to and from Altaruk." - <i>Dune Trader</i>
Altaruk	Wavir					
Altaruk Office	Stel					"Token office."- <i>Dune Trader</i>
<b>Azeth's Rest</b>	Azeth	100	70	varies	varies	4 seasonal trade fairs raise the trade capacity of this fort to that of a city. - <i>Lost Cities of the Trembling Plains</i>
Balic	Shom					At one time smuggled Shaquat Beetles through other houses - <i>Merchant House of Amketch</i>
<b>Balic HQ</b>	Rees					According to WC, Rees rules as monarch over 1/3 of Balic.
<b>Balic HQ</b>	Tomblador					According to WC, Tomblador rules as monarch over 1/3 of Balic.
Balic Office	Stel					"Token office."- <i>Dune Trader</i>
Business in Balic	in Shom					Undercover association/ownership of business - <i>Merchant House of Amketch</i>
Cromlin	Shom		300			"Trade Village located on the shore of the sea of silt, 30 miles west of Giustenal. Profitable skimmer routes, & serves as trading city for nomadic tribes. Other houses pay for Shom skimmers." - <i>Dune Trader</i>
Draj	Stel					
Emporium						
Draj HQ	Tsalaxa					"Disarmingly innocuous -- a simple walled villa with a couple of bored-looking guards lounging about. Appearances may be deceiving. The villa is protected by numerous traps, magical wards, & hidden snipers. The seemingly bored agents are elite senior agents. The structure is built atop solid rock, and most of its rooms are underground.... rumors of secret tunnels underground throughout Draj, etc." - <i>Dune Trader</i>
Fort Meraan	Azeth	-	5	8	20	"Holdings in the White Mountains" - <i>Wanderer's Chronicle</i> . Built into an ancient goblin ruin. - <i>Lost Cities of the Trembling Plains</i>
Ft. Adros	Inika	75	150	-	-	"Supply point between Walis and Altaruk. Often a target of attacks by Elves and Gith." - <i>Dune Trader</i> .
Ft. Amber	Vordon	75	100			Supply & storage point between Tyr and Altaruk. Refuge in case Tyr breaks into chaos. Well stocked with hidden supplies & reserves.
Ft. Courage	Stel	150	200			Supply point & military base near the Smoking Crown on the route between Urik and Makla. Discourages raids against

Holding	House	Mercenaries	Slaves	Agents	Civilian	Notes
						caravans of Ogo-Makla-Urik route. - <i>Dune Trader</i>
Ft. Ebon	Tsalaxa	100	250			"Supply point between Raam & Draja -- a vital supply link for all Tsalaxa caravans."- <i>Dune Trader</i>
Ft. Firstwatch	M'ke	30	50			Storage & Supply point between Raam and Draja. Frequently raided by rivals and elf nomads" - <i>Dune Trader</i> .
Ft. Glamis	Wavir	150	0			Supply point at junction of Balic/Ledopolus road. Important crossroad between Balic and the rest of the region.
Ft. Harbeth	Inika	50	100	-	-	"Supply & storage point in the foothills to the southwest of the Mekillot Mountains, equidistant from Gulg, Salt View, & North Ledopolus. A major trading post for the slaves of Salt View and a place to purchase dwarven items from Ledopolus." -Dune Trader.
Ft. Inix	Shom	75	200			"Supply & storage point 30 miles east of Nibenay. Maintained and richly supplied, but no longer useful -- no more major routes. Sometimes raided." - <i>Dune Trader</i> ... Belgoi captain of the guard - <i>Ivory Triangle</i> .
Ft. Iron	Stel	75	100			Supply point & military base 30 miles west of Silver Spring.- <i>Dune Trader</i>
Ft. Isus	M'ke	50	100			"Supply point & Trading post between Raam and Nibenay. Popular spot for trading with nomadic tribes. Thri-kreen often visit Isus, to trade with elves." - <i>Dune Trader</i>
Ft. Kalvis	Tsalaxa	50	125			"Supply & storage point, & trading post in verdant belt between Gulg and Altaruk."- <i>Dune Trader</i>
Ft. Melidor	Shom	60	150			"Supply point 30 miles near Lost Oasis, north of Kalidnay. More of a resort for Shom Family than actual fortress. Overstaffed and idle." - <i>Dune Trader</i>
Ft. Sandol	Stel	20	50			"Outpost & Trading post ~5- miles north of Gulg. Trade post for various nomads of all races, selling artwork, weapons, slaves taken in raids."- <i>Dune Trader</i>
Ft. Skonz	Inika	50	75	-	-	"Supply point at junction of three roads between Tyr, Altaruk, & Silver Spring. An increasingly important position as trade links between Tyr and other cities begin to be re-established. Fort Skonz was threatened with occupation by Urik forces during the recent conflict between Tyr and Urik, but the threat failed to materialize." - <i>Dune Trader</i> .
Ft. Sunset	Shom	25	-			"Tiny outpost sheltered in the ringing mountains. Jevae Shom sent here to bury him. Occasionally useful & fights off a Gith attack." - <i>Dune Trader</i>
Ft. Thamo	Vordon	50	125			Supply & Storage point between Grak's pool and South Ledopolus. This fortress maintains an important link (critical to Iron flow) with the south, particularly Balic.
Ft. Thetis	Wavir	75	0			Supply point & trading post at southern end of mountains, 60 miles east of Walis. Wavir completely controls this gold route between Balic and Walis. Fort frequently attacked by gith & human tribes, as well as trade rivals such as Tsalaxa.
Ft. Xalis	M'ke	100	150			"Trading post, Supply point, & Military base near Black Waters, between Raam and Urik. Critical Obsidian and slave routes between Raam and Urik. Recently seriously damaged by unknown rival in combo raid of halfling, elf, and kreen mercenaries." - <i>Dune Trader</i> .
<b>Gulg HQ</b>	Inika					"Masterpiece of understated luxury. A deceptively calm structure, with few guards and little in the way of obvious defenses. As would-be intruders have discovered, however, Inika's guards are deadly fighters, and the mansion itself teems with traps and hazards throughout its hundred or more rooms."- <i>Dune Trader</i> .
Jalaka	M'ke			250	250	"Village on edge of Forest Ridge ~40 miles north of Tyr. Extremely difficult to maintain but profitable hardwood & other unique goods from forest hafflings." - <i>Dune Trader</i> .
Makla emporium	Stel					
Mira's Halo	Qual	20	30			Outpost in sandy wastes between Tyr and Urik. Named for unusual rock formation. House Qual is a dummy house of Vordon. Important Iron flow spot.
Mira's Halo	Vordon	20	30			Outpost in sandy wastes between Tyr and Urik. Named for



Holding	House	Mercenaries	Slaves	Agents	Civilian	Notes
						unusual rock formation. Officially owned by House Qual (dummy House). Important Iron flow spot.
Nibenay Emporium	Stel					
<b>Nibenay HQ</b>	Shom	?				Large Emporium bordering on Sage Square - <i>Ivory Triangle</i> : City-State of Nibenay.
Ogo Emporium	Stel					
Outpost Ninteen	Wavir	20	0			Outpost at northeastern end of Mekillot Mountains. Here Wavir supplies caravans & trades with the former slaves of Salt View. Wavir often trades weapons & other vital items to the slaves at unprofitable rates -- because of Wavir's hatred of slavery.
Outpost Ten	Wavir	15				Trading post located on western edge of bolder field, on the edge of the forest ridge, 70 miles SW of Tyr. Here Wavir maintains tenuous trading connections with the halflings, tradign hardwood, gems, & exotic animals for gold, spice, & weapons.
Raam Emporium	Stel					
<b>Raam HQ</b>	M'ke					"Extremely well defended by troops of 6th level or higher" - <i>Dune Trader</i> .
Rumish's Rock	Tsalaxa	20	20			"Outpost & trading post 30 miles SE of Lost Oasis, ner Kalidnay. Small but important post where Tsalaxa obtains gold trading from Wallis." - <i>Dune Trader</i> .
Shazlim	Inika	1	-	500	500	"Trade Village located along the southern edge of Dragon's Bowl between Raam and Silver Spring. An important stopover and trade point in the area." - <i>Dune Trader</i> .
Silt Side	Azeth	*	*	*	*	Village site for trade with Kerillis of Eldaarich. 4 seasonal trade fairs, each lasting several days, with house Azeth agents, a few invited agents from other houses, Kerillis of Eldaarich's Kulag Order, a number of Kulag sailors and bards, and observers from the Eldaarish secret police and Red Guard. During the rest of the year, only a tiny Azeth crew remains. - <i>Lost Cities of the Trembling Plains</i> .
Stel's Office	Gulg Stel					"Token office."- <i>Dune Trader</i> .
Tyr Emporium	Stel					"Emporium for trading Iron north to Urik." - <i>Dune Trader</i> .
<b>Urik HQ</b>	Stel					
<b>Walis HQ</b>	Ardian					According to Dune Trader, Ardian owns Wallis and arrogantly waves it's gold monopoly in everyone's face. However, according to the later WC, Tomblador owns Wallis.
Walis Office	Stel					"Token office."- <i>Dune Trader</i> .
Wallis	Tomblador					6 defilers. According to Wanderer's Chronicle, Tomblador owns Wallis.

## Time and Moonlight

Dune Traders and others that travel the wastes use the Two Moon Calendar to predict the moonlight on any given night. A quinth, meaning 75 days (a fifth of an Athasian Year), synchronizes Ral's 25-day phase cycle with Guthay's 15-day phase cycle, and also coordinates the periods in which the moons rise and set. Using the two-moon calendar, one can determine how much light the moons will provide on any clear night.

The two-moon calendar also allows elves to determine which nights will give them the greatest advantage over races that do not enjoy low-light vision. Elves refer to the 9th and 10th, the 39th and 40th, and the 69th and 70th day of every Quinth as "Ral's Feast," two consecutive days for raiding those not fortunate enough to be born elven. Under the two-moon calendar, each night ends at dawn.

The calendar breaks the night up into "firstwatch" (starts at sunset), "secondwatch" (starts at midnight), and "thirdwatch" (starts at 4 AM). For example, "at secondwatch" means at midnight; "during firstwatch" means between sunset and midnight, and "at the end of thirdwatch" means at sunrise.



## What is an Athasian “Week”?

Like a “league,” the length of a “week” depends on who is speaking. In addition to the most common 5-day “week,” at least three other definitions of “week” exist. In order of popularity, these include:

- The elven week, five-nights, follows Guthay’s pattern of rising and setting, as described above. Elven tribes, Eloy, Kurnans, and most communities of the Tablelands follow the five-night “week.”
- City-State of Draj’s fifteen-day week combines the elven week with Ral’s three-day pattern of rising and setting. Draj replaces the pedestrian names of the elven week’s nights with more visceral names: “Sand, Blade, Bone, Fang, and Blood.” Thus the Draji week runs as follows: Black Sand, Red Blade, Yellow Bone, Black Fang, Red Blood, Yellow Sand, Black Blade, Red Bone, Yellow Fang, Black Blood, Red Sand, Yellow Blade, Black Bone, Red Fang, and Yellow Blood. See City-State of Draj, page 11.
- The dwarven week, ten days, joins two elven weeks. In Urik, each day takes the name of one of Urik’s client villages. See The Brazen Gambit. Some travelers outside Urik also group days in tens, but to avoid confusion refer to them as a “tenday.”
- City-State of Nibenay’s six-day “week” (Onesday, Twosday, Threesday, Foursday, Fivesday, Sixday) combines two of Ral’s cycles into a six-day “week.” See s.
- The City-State of Eldaarich’s seven-day calendar. While the other “weeks” at least allow the traveler to determine the time at which one of the moons will rise; Eldaarich’s seven-day week seems to have no practical use, apparently based on nothing other than Daskinor’s obsession with the number seven. See Lost Cities of the Trembling Plains.

Merchants tend avoid ambiguous terms such as “week.” As the Wanderer pointed out, merchants prefer to identify days with more precise phrases such as “thirty five days past the high sun.” See Wanderer’s Journal, page 85.

## The Two Moon Calendar

Day	Ral Phase	1st Watch	2nd Watch	3rd Watch	Guthay Phase	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32
1		Daylight	Daylight	Daylight			Starlight	Starlight	Dusk		Starlight	Dusk	Dusk		Starlight	Dusk	Dusk		Starlight	Starlight	Starlight
2		Starlight	Moonlight	Daylight			Starlight	Dusk	Dusk		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
3		Starlight	Dusk	Dusk			Dusk	Dusk	Dusk		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
4		Daylight	Daylight	Daylight			Starlight	Starlight	Starlight		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
5		Starlight	Moonlight	Moonlight			Starlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
6		Moonlight	Moonlight	Moonlight			Starlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
7		Moonlight	Moonlight	Moonlight			Starlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
8		Starlight	Moonlight	Moonlight			Starlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
9		Starlight	Starlight	Starlight			Starlight	Starlight	Starlight		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
10		Starlight	Starlight	Starlight			Starlight	Starlight	Starlight		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
11		Moonlight	Moonlight	Moonlight			Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
12		Starlight	Starlight	Moonlight			Moonlight	Dusk	Dusk		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
13		Starlight	Moonlight	Moonlight			Dusk	Dusk	Dusk		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
14		Dusk	Dusk	Dusk			Starlight	Starlight	Starlight		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
15		Starlight	Starlight	Starlight			Daylight	Daylight	Daylight		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight
16		Dusk	Dusk	Dusk			Starlight	Moonlight	Daylight		Moonlight	Moonlight	Moonlight		Moonlight	Moonlight	Moonlight		Starlight	Starlight	Starlight

33		Starlight	Dusk	Dusk		55		Moonlight	Moonlight	Moonlight	
34		Dusk	Dusk	Dusk		56		Moonlight	Moonlight	Moonlight	
35		Starlight	Starlight	Starlight		57		Starlight	Starlight	Moonlight	
36		Moonlight	Moonlight	Moonlight		58		Moonlight	Dusk	Dusk	
37		Starlight	Starlight	Moonlight		59		Dusk	Dusk	Dusk	
38		Starlight	Moonlight	Moonlight		60		Starlight	Starlight	Starlight	
39		Starlight	Starlight	Starlight		61		Daylight	Daylight	Daylight	
40		Starlight	Starlight	Starlight		62		Starlight	Starlight	Dusk	
41		Moonlight	Moonlight	Moonlight		63		Starlight	Dusk	Dusk	
42		Starlight	Starlight	Moonlight		64		Dusk	Dusk	Dusk	
43		Starlight	Moonlight	Moonlight		65		Starlight	Starlight	Starlight	
44		Dusk	Dusk	Dusk		66		Moonlight	Moonlight	Moonlight	
45		Starlight	Starlight	Starlight		67		Starlight	Starlight	Moonlight	
46		Daylight	Daylight	Daylight		68		Starlight	Moonlight	Moonlight	
47		Starlight	Moonlight	Daylight		69		Starlight	Starlight	Starlight	
48		Starlight	Dusk	Dusk		70		Starlight	Starlight	Starlight	
49		Dusk	Dusk	Dusk		71		Moonlight	Moonlight	Moonlight	
50		Starlight	Moonlight	Moonlight		72		Starlight	Starlight	Moonlight	
51		Moonlight	Moonlight	Moonlight		73		Moonlight	Dusk	Dusk	
52		Moonlight	Moonlight	Dusk		74		Dusk	Dusk	Dusk	
53		Starlight	Moonlight	Moonlight		75		Starlight	Starlight	Starlight	
54		Starlight	Starlight	Starlight							

# DARK SUN



Figure 6: Communication Problems. © Wizards of the Coast (2002). Used by permission.

## Trade Across the Cultural Gap

This article introduces a new aspect to Athasian trade - the cross-cultural gap. The cultural differences between the various city states and races affect customs and rituals associated with trade. Dune Trader contains information on dealing with various races, but very little information on the cultural differences between the various city states.



Figure 7: Trade across the cultural gap © Wizards of the Coast (2002). Used by permission.

How a trader should approach a fellow trader from another culture almost always varies greatly from city to city, regardless of race. The vast majority of traders are human, naturally since the majority of city dwellers are human. While it is important to be aware of any interracial differences of note when dealing with a member of another race, the culture in his or her city of origin will have affected her customs, beliefs and views to some degree – and this extends to the way in which trade, in his or her subjective opinion, should be conducted, as much as racial identity does.

Of course, any discussion of culture and trade would be incomplete without addressing the elves, whose interest on trade grows even stronger as one moves away from the cities. Other races such as kreen also have their own trade customs, but these cultures have less of an impact on trade in the Tablelands and the Trembling Plains regions.



In other words, the saying “When in Tyr, do as the Tyrians”, applies to some extent.

## Trade among Ten Athasian Cultures

The table below examines how the people of the nine city-states (Balicites, Draji, Eldaarish, Gulgs, Kurnans, Nibenese, Raamites, Tyrians, and Urikites) interact in terms of two categories, Focus and Context. This grants us a total of four combinations: Deal focus & Low-context cultures, Relationship focus & High-context cultures, Deal focus & High-context cultures, and Relationship focus & Low-context cultures. Cultures who share the same focus and/or context have an easier time dealing with one another, than those who don't. For instance, the Gulgs (Relationship focus, Low-context) and the Urikites (Deal focus, High-context) tend to have more problems communicating efficiently and understanding each other, than for example the Tyrians and the Balicites, who both have deal-focused and low-context cultures.

In intercultural dealings, cultural mistakes create more serious problems for traders than linguistic mistakes. A simple linguistic mistake does little harm compared to what a cultural mistake might do. For instance, walking up to a stranger from a relationship-focused culture and making a business proposition gets you as far as a half-giant in a dwarven hut – nowhere.

In deal-focused cultures a trader can make initial contact with a prospective buyer or trade partner without any previous relationship or connection. Having an introduction or referral is helpful but not essential. In relationship-focused cultures people prefer to deal with family, friends and persons or groups well known to them – people who can be trusted. Thus a third-party introduction is often necessary to break the ice. In the relationship-focused cultures a trader must first make an acquaintance, before he or she can make a trade proposition.

<b>People</b>	<b>Deal focus vs Relationship focus</b>	<b>High-context vs Low context</b>
Balicites	Deal focus	Low-context
Draji	Deal focus	Low-context
Eldaarish	Relationship focus	Low-context
Elves	Deal focus (but see text)	Low-context
Gulgs	Relationship focus	Low-context
Kurnans	Relationship focus	High-context
Nibenese	Relationship focus	High-context
Raamites	Relationship focus	High-context
Tyrians	Deal focus	Low-context
Urikites	Deal focus	High-context

In a low-context culture people are generally direct, speak clearly, and communicating is relatively easy. The verbal aspect of communication is emphasized. What you say is what you mean. A high-context culture is the opposite. Communication is more difficult as it is permeated by culture specific codes and body language, often unknown to foreigners. Verbal communication is more vague and indirect. Low-context cultures often view high-context cultures as inscrutable, sometimes even untrustworthy. In return high-context cultures often perceive the direct approach of the low-context cultures to be rude and arrogant, and their emphasis on verbal communication to be childish and primitive.

### Balicites

Balic in Free Year 11 is a divided metropolis run by trade lords, two of whom are plutarchs. Naturally commerce plays an important role in all levels of Balicite society when the city is run by merchants. The open markets of Balic have always been a forum for public gathering and socialization. Supply has traditionally exceeded demand in Balic, as exotic goods from all over the Tyr Region have found their way to the city's markets, the primary reason being the absence of sales taxes in Balic. Over the years a deal-focused culture has evolved. Balicite merchants have found it convenient to formalize relations with traders from different cultures with customs different from their own. A written standard contract was introduced several decades ago to avoid confusion between partners with different cultural backgrounds.

■ The contract is but a formality of little importance when dealing with relationship-focused traders, such as the Nibenese, but vital in negotiations with other deal-focused traders, especially the Urikites, who won't conduct business without one. And of course, you'd be naive to expect an elf to honor any form of a contract!

Traders usually get right down to business and haggle over prices until all parties are satisfied. Questions are promptly asked and answered during negotiations. Then the parties sign a trade contract and arrange time and place for transactions to take place. Deals are usually negotiated between senior agents of the merchant houses, and it is



customary for the Balicite party to provide room and board for visiting traders. After a contract is signed, it is customary to share a bottle of wine or liquor to celebrate a successfully landed deal.

Balic has a low-context culture. In addition to being very direct, Balicites express themselves clearly language-wise to avoid unnecessary confusion with their trade partners. The limited use of body language is very simple, corresponding to general gestures and expressions used all over the Tablelands, a result of the cultural clash through king's ages with foreign traders seeking to enter the city's markets. The meaning of one particular local gesture is important to be aware of, though – if a Balicite tips his head back without saying a word, this is the non-verbal equivalent of saying no. In most other city states this gesture means yes. Also, waving an open hand with extended fingers at a Balicite is a gross insult. To a Balicite this gesture means “you're running around like an erdlu with its head chopped off”. The correct way of greeting someone at a distance, or to get their attention is to shout at them.

## Draji

The warrior people of Draji view trade as something beneath the warrior ideal. The traders' important role in society is recognized, but their popularity is low, unless of course, the traders have marked themselves as decent warriors on occasions such as the Flowery Wars. Few want to socialize with average traders, and especially foreign ones. Based on these cultural facts, the draji have a deal-focused culture.

Draji traders put as much emphasis on the warrior ideal as any other citizen of Draji, even if they do not necessarily live up to it themselves. A draji trader will size up potential partners and customers based on their appearance. Strong-looking traders will impress the draji, and will be at an advantage when negotiating a deal. Similarly, a frail-looking trader will be at a disadvantage. Draji negotiate in loud voices, and they try to intimidate those whom they bargain with to bend them to their will. If a draji trader detects weakness in an “opponent”, he will exploit that weakness to deal a “fatal blow” in the negotiations.

Written contracts are seldom used. Draji are used to oral contracts, and the spoken word is the agreement in Draji. Those who depend upon written contracts are those who are too weak to deal retribution on those who fail to fulfill their end of a bargain. Too bad for them. To demand a written contract from a draji trader is to say that you do not expect him to follow through on the deal – a provocation of the extreme, and one that has got many foreign traders into trouble.

Draji are aggressive negotiators, who stare their opponents straight in the eye and strike their fists together to emphasize their points. The draji culture is a low-context culture. Facial expressions and to some extent aggressive body language complement verbal communication in the draji tongue. It is not necessary to study draji culture in detail to understand what a draji is saying and what his feelings are on a particular subject. It shows all too well. Draji traders have trouble especially negotiating with Nibenese and Urikite traders. The draji's aggressive approach to negotiations appall the Nibenese, and the violent body language and the loud speech of the draji – in addition to their tendency to lose their temper – make Urikites feel they lose face at the hands of the “immature” draji.

## Elves



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Elves that assimilate to a city's culture, as often occurs in Urik, Kurn, and Balic, follow that city's culture. And yet both in and out of the cities, many elves maintain their racial ways.

Elves represent a focus paradox. In dealings with all except their tribe and trusted companions, elves display a short-sighted opportunism that often prevents them from forming long term trade relationships. Elves will eagerly get down to business with those they do not trust and exploit the situation to their maximum advantage, but the nature of the transaction changes drastically when they deal with persons that they trust. When dealing with members of their tribe and companions who have passed tests of trust, an elf is driven by relationship-focus, seeking a long-term relation and win-win situations.

An elf very rarely indulges in tests of trusts towards unfamiliar trade subjects, except when the elf is planning a much more important exchange that requires that he trust someone that has so far proven trustworthy.

### Elven Trust Test: Example

Whenever they visited Kurn's merchant district, the Mirage Maker tribe dealt with the dwarf Envek Azeth, selling her the blue dye that the Mirage Makers cultivated farther north in the foothills of the Granite Spears mountains.

After Draji templars sacrificed several Mirage Makers for theft, some Mirage Makers began to wonder if they could trust Envek Azeth to represent their interests in Draj and sell the dye on their behalf. The tribe argued the matter for months. Envek had no idea that she was the topic of such intense discussion. Those among the Mirage Makers that wanted to trust Envek pointed out that for eighty years, she had always dealt with the Mirage Makers honestly and fairly, even when she exposed their attempts to cheat her. In elven eyes, Envek's eighty years of fair dealing could not on its own suffice to prove Envek's loyalty. She was, after all, a dwarf. But since the Mirage Makers wanted to trust Envek, the tribe devised a test of trust to allow Envek to prove her trustworthiness. The elves attempted to create the appearance that the Mirage Maker dye caravan had been ambushed by kreen. Some of the Mirage Makers actually inflicted real wounds on their own bodies, and killed some of their own kanks with chatchka, leaving them loaded up with hundreds of gold pieces worth in precious dye. If Envek helped the Mirage Makers, and did not attempt to take the dye, then they could trust her.

If Envek had passed the test, she would have been treated as a tribal member by the elf, and thus be subject to relationship oriented trade. Unfortunately for Azeth-Mirage Maker trade relations, Envek saw through the phony scene, realized that it was a setup, but mistakenly assumed that the Mirage Makers were trying to rob her. After the caravan passed, the Mirage Makers said, "can you believe that we almost trusted that stupid dwarf with our dye route?"

### Eldaarish

In Silt Side, House Azeth agents (and occasionally, by invitation, agents of other houses) negotiate with Eldaarish templars under the watchful eye of the secret police and the Red Guard. Officially, there is no trade in the city-state of Eldaarich or in the Dim Lands, but unofficially, the people would have perished long ago if they truly had to rely completely on Daskinor's templars for all of their food and goods. Despite threats of enslavement and death for traders (particularly those who sell food!), trade on some level persists.

Negotiations with the Eldaarish is brief and low context. One usually cannot haggle lest the authorities become aware of the transaction. Eldaarish sign language does not make communications more subtle. The persistent grey death forces most Eldaarish to wear silters, and most people that deal with each other on a day to day basis have never seen each others' faces. They identify each other by looking at each others left fingertips, where each Eldaarish citizen has their name branded. Eldaarish persons often raise their left hand in salute as they pass each other, to identify each other.

Relationship-oriented traders, the Eldaarish trust no one, but find some people less untrustworthy than others. The shady peddlers that hawk goods, food, or small children on the street often pass information to the secret police. But even Savak informants do not always report everything and everyone that they know; peddlers need to be loyal to their best customers, or else they would go out of business.

### Gulgs

The Gulgs, through their community social structure, naturally have a relationship-focused culture. Trade is generally conducted between friends and acquaintances in and between the various dagadas. However, it is not uncustomary for a foreign trader to become an accepted trade partner. Gulgs are a practical lot, and trading any surplus goods not needed elsewhere in the city with foreign traders is encouraged to bring more wealth to the dagada and the city, and ultimately more taxes into the Oba's coffers.

It is customary to bring a gift to a representative of the dagada a trader wishes to conduct business with. An appropriate gift is one of monetary as well as symbolic and practical value. For instance a dasl or metal hammer would be an ideal gift for a member from a carpenter's dagada. It is durable - symbolizing the strength of the trade relation to be, an idol that represents the craft itself and it can be used in actual production by a carpenter. Once the gift has been delivered, inspected and approved, the trader and the representative from the dagada usually sit down in the representative's tree hut and converse for several hours. During the conversation, the parts exchange stories, test each other's wits, and engage in a friendly arm wrestling bout. After these bonding rituals, the trader is invited to dine with

the Gulg and his family. Sometimes, if the trader is a representative from a large merchant house, a great feast is held where the trader is introduced to the entire dagada by the Gulg representative. Only after this meal will the Gulgs talk trade. Since the Gulgs have no literary traditions, oral agreements are the norm.

Gulgs are a straight-forward people. Their culture is a low-context culture. They communicate mostly verbally, and are very direct. If a Gulg has something on his mind – especially something he's dissatisfied with or finds strange, he blurts it out. This behavior can seem odd, even rude and arrogant to some peoples, such as the Urikites, who go to great lengths to conceal their emotions and keep face, so everyone's honor remains intact. Gulg also has a high-contact culture. After Gulgs get to know one another, male friends will shake hands lengthily and embrace, while women friends brush cheeks with a kissing motion of the lips. Gulgs readily pat each other's backs and touch each other's faces, but do not expect the same from their trade partners.

### Kurnans

Kurnan clave structure emphasizes relationships and community. While individuals negotiate and trade extensively within the clave, trade outside the clave usually occurs through Clave speakers or their subordinates. With human Kurnans, these are usually women, because Kurnans do not generally trust men in matters of fine diplomacy and negotiation. Outsiders (including Kurnans from other claves as well as foreigners) may eventually become accepted trade partners, or may settle on a fixed price or course of dealing with regard to the clave's products. When that occurs, one might deal directly with the clave members, but if someone approaches a clave house and attempts to bargain with the artisans directly, the clave members usually take this as an attempt to corrupt individuals at the expense of the clave. Outside open trade areas in the merchant district, one is safer to purchase only from designated clave speakers, since others may be trafficking in stolen materials, or selling clave property without his clave's permission.

One may offer a gift to the clave that one is dealing with, but offering a gift specifically to the speaker, may anger the clave and insult the speaker's integrity. While Kurnans find little dishonorable in taking something from a stranger that wasn't looking, they have tremendous contempt for someone who breaches trust, particularly one who cheats his own family or clave. The fact that someone did not intend to insult them does not make an attempted bribe less insulting. Kurnans do not become easily angry when a stranger questions their honesty or refuses to trust them. Relationship-focused, Kurnans believe that one must earn trust. If one has angered a Kurnan by making an unseemly offer, one may sometimes avoid a confrontation by saying something to the effect of "I was only testing you; I needed to be sure that you were trustworthy."

One should not threaten a Kurnan speaker unless one is prepared to fight. Kurnan leadership depends on context. A Kurnan speaker only leads the community in matters of negotiation and diplomacy. If clave members – particularly the speaker – appear endangered, leadership shifts to the House Captain. At this point one does deal with the clave's males, often at spear point.

Kurnan culture is a high-context culture. Body language is important, not only to the speaker but to other clave members. Clave warriors will pretend to not be paying attention to negotiations. If they feel that a stranger has insulted their speaker or their clave, they will not betray emotions. Younger clave members and others that have not learned to control their emotions will leave the room lest they undermine their speaker's authority with an annoyed look or a hissed breath. At most, clave members may glance to the house captain, to see if the leadership shifts. The speaker's words often contain double meanings – subtle cues to the clave captain and other clave members, wrapped up in carefully weighed terms addressed to the other side's negotiator.

### Nibenese

The Nibenese have a relationship-focused culture that centers on the family. In Nibenay it is not a question as to who you are, but whom you know. Nibenese are generally polite, but wary of outsiders who are unfamiliar with their culture, and this has made it very difficult for foreign merchants to conduct trade in the city. The Nibenese will not deal with people they do not





know if they can trust. A third-party introduction is necessary to bridge the relationship gap between a foreign trader and the person or house he wants to conduct business with. Ideally introduction should come from a family member, but any relationship will do. The Temple of Trade can arrange introductions for a fee. If no one will put in a good word for him, the trader can forget about the Nibenese market.

When or if a trader is introduced to his prospective partners or customers, he will first be asked questions about his family, interests, clothes, taste in music, taste in beverages etc. – everything is non trade-related. If the trader declines to answer the questions, or starts to talk about trade, he or she will be viewed as very rude and inappropriate to conduct trade with. If the meeting goes well, and the Nibenese are satisfied with the trader's answers, they will invite the trader to a second meeting. The second meeting usually takes place in comfortable surroundings and involves consuming considerable amounts of rice wine. Again it is inappropriate to mention trade matters – the Nibenese have invited the trader as a friend, not as a business partner. If the trader passes this ordeal, he will be invited to a third meeting where they will discuss trade.

The Nibenese also have a high-context culture. It is not as much what is said, but the context in which it is said that matters. Body language, especially hand gestures permeates the Nibenese way of communication, which can be tied to the cultural importance of dance as an expressional art form in Nibenay. Traders should be careful not to wave their hands about – while most Nibenese simply find it amusing when a stranger makes a gesture that changes the meaning of what he says to something incomprehensible, an unlucky trader could end up insulting someone gravely without even knowing it, ruining an otherwise promising deal. The Nibenese are very polite when conducting trade, and rather than show disinterest or say “no” directly, they will use phrases such as “That would be inconvenient.” and “We will have to look further into this”. Also, if a Nibenese suddenly becomes quiet and only nods her head as a response, it is a good indication that the negotiations are indeed over for her part, and the deal is off.

### Raamites

Raam is currently not a place traders want to visit to conduct trade because of the riots and fighting to gain control over the city between the various factions in the city. House M'ke, the most powerful merchant house based in Raam, has several outposts and compounds in the seven cities, however, that traders can conduct business with. The Raamite traders are friendly towards possible trade partners and customers. However, their ways of conducting trade can be perceived as arrogant and peculiar to outsiders who are unfamiliar with the concept of castes, a system practiced in Raam with great impact on social structures and also how trade is conducted. The Raamite approach to trade is generally relationship focused.

In Raam the concept of haggling does not exist. A merchant's prices vary depending on the caste his customer belongs to. Customers of higher castes are granted exceptional service and lower prices than those of lower castes. When dealing with outsiders, Raamites will convey the memorable moments and deeds of their lives, and emphasize the status of their caste – and how they were born to fit that role. A non-Raamite is treated as casteless – and receives the worst treatment as a customer and less preferable treatment as a partner. However, a foreign trader who in turn tells his life story and brags about his own achievements will be viewed with esteem, assuming of course the achievements are on par with the Raamite counterpart's tale. In that case, the foreign trader will receive certain benefits, decided by the Raamite trader. It is not uncommon, “in the greatness of the Raamish”, to extend the benefits of his caste to the foreign trader, as a sign of goodwill. This essentially means a better price and better service, and possibly better deals if introduced to another Raamite trader by the Raamite in question.

Before Abalach-Re's death at the hands of Sadira of Tyr, and the chaos following the arrival of the information on her death, Raam's racial ethnic diversity played a major role in trade patterns within the city. The fact that non-humans make up the majority of the city's population lead to the concept of racial market segmentation. The various races would focus on trade with their fellow race members, and limit trade with other races to a minimum. Raam's dwarves for instance would mostly conduct business with other dwarves in the city. Today there is no real trade situation within Raam's city walls, and the concept of racial segmentation has been abandoned in the battle for survival.

Raam is also a high-context culture. The Raamites have a very advanced form of sign language – not only does the sign language cover all spoken words in the Raamish tongue, but also allows a very detailed level of emphasis and mood to be added to any word. The right hand is used for gestures that constitute words, while the left hand is used for punctuation, emphasis and mood. Foreigners who master the Raamish sign language are treated with great respect, for it is difficult to master and also forbidden to use by casteless Raamites. The great majority of foreigners who do not know the intricate sign language are at a disadvantage at the trading table, as the Raamites use their sign language to convey mood, emphasis and even pass on secret messages to one another.

### Tyrrians

Trade in the Free City is regulated by the Bureau of Finance, run by the templars. Since the time of Kalak's regime, the Bureau of Finance has been responsible for tax collection and controlling market fluctuations with floating sales taxes for different goods and strict quotas on exports, in particular the flow of iron. The liberation of Tyr's slave population created a vacuum in terms of supply and demand – and a shortage on many goods. The templars went to great lengths



to keep the price level from rising on vital trade goods such as food, water and clothing, cutting back on sales taxes for those products, and increasing the sales taxes on luxury items to keep the city's income from sales taxes normalized. This encouraged traders to import necessities over luxury items, and also attracted several foreign merchants from other city states. Today the trade situation has normalized to some degree, and while demand is still greater than supply, the floating sales tax is more balanced in terms of taxation on necessities and luxury items.

All these events have conspired to twist the relationship-focused culture of historical Tyr to become a deal-focused culture tied to the Free City in the Age of Heroes. Relationships between the great noble families and major trading houses still exist, and business conducted between these parties is dominated by disputes and alliances of old. However, among the smaller merchant houses and new traders to the city, such ties are almost non-existent, and just about anyone will trade with anyone who can throw a good deal on the table. Some markets, such as the iron trade, are difficult to gain access to, and having connections to the templars in the Bureau of Finance is undoubtedly a valuable asset. For those who do not enjoy the privilege of such relations, there is always the option of bribery. Greasing the wheels of bureaucracy is sometimes necessary. While foreign traders will have difficulties trying to gain a templar's favor, a Tyrian merchant of some reputation stands a fair chance of being able to influence the authorities in question.

Tyr has a low-context culture. Its population of ex-slaves comes from all over the Tablelands. Formal codes of communication tied to the specific cultures of the individual city states have vanished or been incorporated into the trade tongue. The spoken language is not all that different from the one spoken in Balic. Striking a deal with Tyrian traders is essentially an open-minded session of haggling back and forth until the parties come to acceptable terms. Negotiations start with all involved parties introducing themselves to one another, usually informally and on a first name basis. Deals are struck everywhere, at a merchant's stand in the marketplace, at a small tavern, in a back alley, or in the offices of a merchant house. A deal is completed with a handshake. While the importance of the handshake might seem to be a mere formality to outsiders, Tyrians believe they can learn a great deal about a person through the handshake. A firm handshake is attributed with dedication, sincerity, potency and strong spirit, while a frail handshake is associated with weakness, cowardice and lack of belief in oneself, and even lack in sexual ability.

### Urikites

Trade in the city of Urik has become increasingly bureaucratic over the years. This has resulted in a deal-focused culture permeated by a rigid law system. Traders are aggressive and direct in their approach. In Urik it is not uncommon to strike a deal with a complete stranger. The written contract is a necessary formality – all mercantile activity is to be registered by Hamanu's templars, and written contracts are required by law. The contract outweighs the spoken word, and protects both parties involved in a transaction, as well as detailing the nature of the bargain and the amount of goods involved for templar records. The penalty for violating a written contract in Urik is fierce – the law requires the estimated values of the transaction and any financial losses to be compensated by the violating party, either in coin, goods or through labor – traders who cannot meet their end of a contracted bargain become slaves if they are unable to compensate their trade partners' losses.

As a proud warrior-people, the Urikites are concerned with honor and not losing face. Haggling is a central part of the Urikite trading traditions. Trade is viewed as a contest, but both parties must be content with a given bargain. It is important to keep both yours and your trade partner's honor intact. By offering a price far too low or ridiculously high, or make negative comments about your "opponent's" goods, you insult him. If a Urikite feels he has been insulted, he will politely smile before excusing himself and leave the scene – losing one's temper is viewed as childish and both parties lose face if such feelings are displayed openly.

The Urikites have a high context culture. Non-verbal communication is at least as important as the spoken language - unspoken codes and facial expressions dominate Urikite communication in all situations. The blink of an eye, touching one's nose with the index finger, or a polite but emotionless smile tells more about a Urikite's opinions than a hundred words. A polite way of informing someone that their offer is uninteresting is to raise one's eyebrows. In contrast, to tell someone verbally that their goods are of no interest to you is to insult and dishonor them. Many potential deals between Urikite and Gulg traders have faltered – the Gulgs do not see the point in a written contract, and the Urikites are easily offended by the Gulgs' bluntness.

# Chapter 3: Major Trading Houses

## Fact Sheets

### House Inika

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House Inika, the chief trade house in Gulg, is the smallest of the major houses found in the Tyr Region. The house specializes in small valuable cargoes. Due to this practice, Inika has managed to prosper far more than a house of its size would otherwise achieve.

#### Symbol

Inika's emblem is a simple gold circle on a black field.

#### History

Inika was founded more than three centuries ago by former agent of House Riben named Taro Inika. Ordinarily, Taro would have been dealt with severely for breaking his merchant's oath, however, his romantic liaisons with the house's matriarch, Biria Riben, stayed her hand from bringing Riben's wrath upon the new house.

#### Headquarters

Gulg

#### Leader

- Andiamo Inika (LN female human expert 13, dune trader 6) has been house matriarch for the past 18 years. Her friendly yet firm demeanor has earned the unquestioning loyalty of her family and agents.

##### Facilities:

- Fort Adros: Supply point between Walis and Altaruk.
- Fort Harbeth: Located in the foothills southwest of the Mekillot Mountains.
- Fort Skonz: Supply point at the crossroads between Tyr, Altaruk, and Silver Spring.
- Shazlin: Trade village located along the southern tip of Dragon's Bowl between Raam and Silver Spring.

##### Traded goods:

Inika primarily trades in kola nuts, spices, precious gems, feathers and other small but valuable items. In staying with small cargoes, Inika is able to keep their caravans small and fast.

#### Personalities

-Ranis Inika (N female half-elf bard 14, poisonmaster 4) is the most trusted and dangerous member of House Inika. She was brought into the family after saving Andiamo's life.

-Shallin Losya (N female human telepath 18) is the chief psion of House Inika. She is responsible for training younger house psions, but occasionally undertakes missions that take her outside of Gulg.

-Tomak Reslin (LN male mul gladiator 13, arena champion 6) is the lead bodyguard to Andiamo Inika. He was purchased and granted his freedom by Andiamo herself. In return he has served her faithfully.

#### Relations

Inika's two major philosophies are; that force is to be used only as a last resort, and that strategic withdrawal to a superior position are often the best practices. Inika is far more likely to engage in intrigue and backroom dealing than to conduct open warfare against an enemy. Cordial relations are maintained at all times even during the most intensive rivalries.

#### House Inika Lore

Characters with ranks in Knowledge (local) or Gather Information can research House Inika to learn more about them. When a character succeeds on a skill check, the following lore is revealed, including the information from lower DCs.

**DC 10:** House Inika is the major merchant house in the city-state of Gulg.

**DC 15:** Andiamo Inika is the present leader of Hosue Inika and has been so for the past 18 years.

**DC 20:** The nearest Inika trade post is (insert closest Inika facility to the characters current location)

### M'ke

---

M'ke is the chief merchant house of the volatile City-State of Raam. The house has fallen on hard times with the recent events that have impacted the city. By relying on their vast reserves of their treasury, M'ke hopes to weather out this troubled time.

#### Symbol

M'ke's symbol is a silver quill pen on a red field.

#### History

M'ke's origins are an enigma. Rumors persist that the house originated in lands far beyond the Tablelands. No

matter its beginnings one thing is clear, M'ke is a house not to be taken lightly.

Under the rule of an eccentric wizardess, known as Katyanna, M'ke quickly increased its power base by eradicating House Comis, then the most powerful merchant dynasty in Raam. Through assassination, raids, and under bidding, Comis succumbed to the might of House M'ke.

As the years passed, wise business practices prevailed and House M'ke amassed sizeable profits to see it through the lean years.

## Relations

Despite their occasional ferocity, agents of House M'ke are generally considered good mannered and intelligent individuals.

In times of peace, M'ke's practices are flexible and unpredictable. The houses tactics are both cautious and ruthless. They treat more powerful rivals with honor and respect, but steal and engage in open hostility towards weaker houses. M'ke's allies include Houses Tsalaxa, Wavir, and Shom.

### Specialty Goods

M'ke mainly deals in the trade of metals, food stuff, weapons, and obsidian.

### Facilities

-Fort Firstwatch, Storage and supply point between Raam and Draaj.

-Fort Isus, Supply point and trade post between Raam and Nibenay.

-Fort Xalis, Major trading post, supply point, and military base near Black Waters, between Raam and Urik.

-Jalakan, Trade village located on the edge of the Forest Ridge roughly 40 miles north of Tyr.

## Headquarters

Raam.

## Leader

-Truvo M'ke (N male human expert 12, aristocrat 3, dune trader 5) is a wizened man of indeterminate age (rumored to be over 200 as well as senile). He holds devotedly to the Merchant's Code and is slow to anger.

## Personalities

-Rogil M'ke (NG male human fighter 10, rogue 5, dune trader 3) is great grandson (and successor) of Truvo M'ke. He actively associates with the nobility of Raam whom consider him to be a womanizing flop. However, this is the image that Rogil puts forth as a ruse in order to deceive any would be enemies of house M'ke.

-Astara Legar (CN female human defiler 12, arch defiler 6) is House M'ke chief wizard. Neither she, or her position, officially exist within M'ke. Members of the house vehemently deny that they would employ any practitioners of magic. Astara is quiet and reserved, but does not hesitate to use her magic in defense of her house.

-Mys'tll (CN thri-kreen ranger 5, rogue 3, master scout 2) is the oddest member under M'ke's employ. Caught trying to steal from one of M'ke's outposts, it was pardoned in exchange for a vow of loyalty. Mys'tll often acts as a scout for caravans or as a go-between to wild thri-kreen tribes.

## House M'ke Lore

Characters with ranks in Knowledge (local) or Gather Information can research House M'ke to learn more about them. When a character succeeds on a skill check, the following lore is revealed, including the information from lower DCs.

**DC 10:** M'ke is the chief trade house in the city-state of Raam.

**DC 15:** Truvo M'ke is current patriarch of the merchant house who is whispered to over 200 years old.

**DC 20:** The nearest M'ke trade post is (insert closet M'ke facility to the character's current location)

**DC 25:** M'ke has a powerful wizard that is rumored to be a defiler in their employ.

## Shom

House Shom is the lead trade consortium in Nibenay. Ancient and decedent, Shom's rulers have strayed from their house's modest beginnings. Infamous for acts of depravity that rival those of the sorcerer-kings, Shom stands on the edge of destruction as its house grows old and slowly deteriorates into obscurity.

## Symbol

Shom's banner depicts three dragonflies on a red black diagonally divided field.

## History

Shom's origins stretch back thousands of years and its beginnings are lost to antiquity. Historians are certain that Shom started as a small house lacking in assets and ambition. It wasn't until a youthful merchant known as Kys took control after the mysterious deaths of his grandfather and mother that Shom began to accumulate in power.

Through centuries of employing unusual allies ranging from packs of thri-kreen to tribes of belgoi, Shom continued to increase its profits, earning them the enmity of other merchant houses.

## Relations

Shom chooses to ignore other trade houses, feeling that they are insignificant and not worthy of their notice. This does not sit well with the other houses, who are waiting like lirr for the trade empire's highly anticipated collapse.

### Allied Houses

None

### Enemy Houses

Most other merchant houses particularly Stel.

### Specialty Goods

Shom specializes in the trade of obsidian, rice, water, and wood.

### Facilities

-Fort Melidor: Supply point located near the Lost Oasis.

-Fort Inix: Supply and storage point 30 miles east of Nibenay.

-Fort Sunset: A tiny outpost located in the Ringing Mountains.

-Cromlin: Trade village located on the shore of the Sea of Silt, 30 miles west of Giustenal.

## Headquarters

Nibenay

## Leader

-Giovvo Shom (N male human rogue 5, expert 10, dune trader 5) is the master of House Shom. He is a rotund man prone to wearing extravagant and priceless robes, imbibing large quantities of alcohol, and wagering vast amounts of gold on gladiatorial games.

## Personalities

-Temmnya Shom (NE female human defiler 6, leech 9) is the stunningly beautiful and hedonistic daughter of Giovvo. Given to wearing revealing clothing of black and red. She is recently involved in a plot along with Farlahn Mordis to discredit her brother Jebea.

-Jebea Shom (LN male human fighter 9, expert 5, dune trade 3) is the charismatic son of Shom's patriarch Giovvo. Deceivingly frail, Jebea is a proficient warrior. He currently seeks to reestablish Shom to its former glory against the desires of his relatives.

-Farlahn Mordis (CE male human rogue 8, soulknife 4) is one of Shom's lead agents. Roguishly attractive, yet totally without scruples, Farlahn seeks to preserve his luxurious lifestyle he has obtained with House Shom. Vehemently opposed to Jebea's ideas for the house's future, he has entered into an alliance with Temmnya to dispose of the young trader.

## House Shom Lore

Characters with ranks in Knowledge (local) or Gather Information can research House Shom to learn more about them. When a character succeeds on a skill check, the following lore is revealed, including the information from lower DCs.

**DC 10:** Shom is the predominant trade house in the city-state of Nibenay.

**DC 15:** Giovvo Shom is the trade dynasty's reclusive and aloof patriarch.

**DC 20:** The nearest Shom trade post is (insert closet Shom facility to the character's current location)

**DC 25:** The son of Giovvo, Jebea Shom, is slowly being edged out as a controlling member of the trade house through the efforts of unknown conspirators.

## Stel

Stel, like its home city-state of Urik, is militaristic in nature. Specializing in spoils of war such as slaves, stolen cargo, weapons, and, on occasion, hostages for ransom. While the merchant house also engages in legitimate trade, Stel is infamous for its aggressive and violent practices.

## Symbol

Stel's symbol is a pair of crossed black scimitars on a white field.

## History

Stel was founded by a small band of warriors and gladiators nearly 300 years ago. If not for their leader, a mercenary named Korvo Stel, and the good graces of Urik's sorcerer-king the house would not have prospered.

Korvo's control over Stel was later usurped by a psion named Iol, who pulled the house from the brink of financial ruin. Rumor has it that Iol was the cause of Korvo's mysterious death.

Presently, Stel is controlled by the descendants of Iol and Korvo. Any ill will that may have existed has since been put aside for the betterment of the house.

## Relations

Stel's aggressive nature and militant demeanor has earned it the enmity of other merchants. Many rivals regard House Stel to be nothing more than a pack of bandits under the guise of a genuine merchant house due to its raiding practices.

In contrast, Stel strives to be on good terms with the sorcerer-kings. City law is to be obeyed without question, and engaging in the smuggling or trade of illegal goods is to be avoided.

### Allied Houses

House Wavir.

### Enemy Houses

Houses Tsalaxa and Inika

### Specialty Goods

Stel primarily trades in slaves, weapons, ceramics, iron, and plundered cargoes.

### Facilities

-Fort Courage: Supply point and military base near the Smoking Crown on the route between Urik and Malkla.

-Fort Iron: Supply point and military installation 30 miles west of Silver Spring.

-Fort Sandol: Outpost and trading post in the Tablelands 50 miles north of Gulg.



## Headquarters

Urik

## Leader

- Hargan Stel III (LN male human expert 4, trader 5, fighter 15) is a battle-scarred grizzled warrior with an iron-gray beard. A man of his word, Hargan is a loyal individual who lives by the warrior's code. He is quick to trade war stories with those he deems as seasoned soldiers.

## Personalities

-Tara Stel (LN female human rogue 2, dune trader 3, fighter 10) is the most likely successor to Hargan. She is a young dark-haired woman with a muscular physique and clad in rare metal armor. It is no secret that she harbors a deep hatred of King Hamanu and his militaristic ambitions.

-Terric Avan (CG male human ranger 12, master scout 5) is House Stel's lead desert scout and caravan guard. He has been serving Stel since birth. Commonly adorned in sand-colored garb, Terric is one of Hargan's closest military confidants.

## House Stel Lore

Characters with ranks in Knowledge (local) or Gather Information can research House Stel to learn more about them. When a character succeeds on a skill check, the following lore is revealed, including the information from lower DCs.

**DC 10:** Stel is the chief trade house in the city-state of Urik.

**DC 15:** Hargan Stel is of the merchant house's current ruler and an accomplished warrior.

**DC 20:** The nearest Stel trade post is (insert closet Stel facility to the character's current location).

**DC 25:** King Hamanu shows Stel a great deal of favor and is known to lend them the services of his elite troops and templars.

## House Tsalaxa

Tsalaxa is the leading merchant house of the city-state of Draji. Infamous for engaging in acts of espionage and double-dealings in order to secure the most lucrative of trading contracts, Tsalaxa is well known for its cutthroat tactics and backroom dealings.

## Symbol

Tsalaxa's emblem is a solid black banner depicting a pair of glaring, bestial, yellow eyes.

## History

Tsalaxa's history is ancient and complex. The house boasts that it was founded 500 years ago by a powerful wizard and his loyal half-giant followers. After a long series of trials which pitted it against the likes of sorcerer-monarchs and rival trade houses, Tsalaxa triumphed in becoming the prosperous merchant dynasty that it is today.

## Relations

While Tsalaxa gives the outward appearance of adhering to the Merchant's Code, it is generally known as a nest of vipers and conspirators whose spies and assassins are without peer. Notorious at getting even with those who have slighted them, Tsalaxa has produced the popular Drajian proverb of "Never cross the dragon or House Tsalaxa".

Blackmail, kidnapping, and assassination are part of Tsalaxa's trade practices. Tsalaxa's credo is that of the fit survive, the rest die.

### Allied Houses

House Stel.

### Enemy Houses

House Wavir.

### Specialty Goods

Tsalaxa specializes in trading artwork, ornate weapons, and slaves.

### Facilities

-Fort Ebon: Supply point between Draji and Raam.

-Fort Kalvis: Supply and trading post in the verdant belt between Gulg and Altaruk.

-Rumish's Rock Trading Outpost 30 miles southeast of Lost Oasis.

-Ablath: Trade village located near an oasis 20 miles southwest of Silver Spring.

## Headquarters

Draji

## Leader

-Ydris Tsalaxa (NE male human expert 15, trader 5) has ruled for the past 50 years and shows no signs of weakening. Well over 70 years in age, Ydris is intuitive, sly and sometimes cruel in his dealings with others. He is commonly adorned in red and yellow robes.

## Personalities

-Yarsha Tsalaxa (LN female human expert 8, trader 3, rogue 8) is the intelligent granddaughter of Ydris. Standing almost six feet tall with long black hair Yasha is stunningly beautiful. She has begun to formulate a plan to seize control of the house from her grandfather when the time is right.

-Bartis (NE male human gladiator 17) is a former gladiator who now serves as a guard and military consultant for Tsalaxa and has been so for 20 years. While

not incredibly bright, his grasp of military tactics is without question. His loyalty to Tsalaxa and Ydris is unwavering.

-Kargash (CE male human defiler 14, arch defiler 1) is House Tsalaxa expert on espionage and causing mayhem. Demented to the core, Kargash uses his magic to inflict pain and suffering to others and seeks to increase Tsalaxa's power base along the way.

-Garchom (L male half-giant fighter 14) is captain to Ydris's personal half-giant bodyguards. Intelligent by half-giant standards, he is extremely loyal to Tsalaxa and follows orders unquestioningly.

## House Tsalaxa Lore

Characters with ranks in Knowledge (local) or Gather Information can research House Tsalaxa to learn more about them. When a character succeeds on a skill check, the following lore is revealed, including the information from lower DCs.

**DC 10:** Tsalaxa is the lead trade house of the city of Draj.

**DC 15:** Ydris Tsalaxa is the trade house's master.

**DC 20:** The nearest Tsalaxa trade post is (insert closest Tsalaxa facility to the character's current location).

**DC 30:** The word is there is a plot to depose Ydris from power by unknown forces.

## Vordon

Vordon was once the most feared and respected merchant house of the Tablelands. Now a days, Vordon is treated as something of a joke by the other houses. Stemming mostly from the deceased sorcerer-king Kalak's reign and the financial drain he places upon Tyr during the construction of his gigantic ziggurat. However, House Vordon has begun to rise from this setback and strives to regain its former glory.

## Symbol

Vordon's banner bears a black diamond on a red-brown field.

## History

Vordon was originally founded out of the ancient city-state of Kalidnay. Privy to the catastrophe that would befall Kaliday, the patriarch of House Vordon withdrew from the doomed city shortly before disaster struck.

Relocating to Tyr, Vordon prospered and eventually expanded its power as well as in its arrogance. In recent years, House Vordon's fortunes have turned and it has become an object of scorn and ridicule amongst its rivals.

Recently, Vordon's former patriarch Thaxos made a bold attempt to conquer Tyr and proclaim himself its new king. His bid for power met with failure due to the preemptive actions of his cousin Talara the houses new ruler.

## Relations

Once held in the highest regards by other merchant houses, Vordon was without equal. Vordon earned this respect through strict business sense and ruthless efficiency.

Today, that awe has faded along with Vordon's fortunes. Larger houses have begun encroaching on Vordon's caravan routes, which have reduced its profits. Most Vordon agents are loyal and trustworthy individuals who uphold the Merchant's Code.

### Allied Houses

None.

### Specialty Goods

Vordon specializes in the export of iron, artwork and textiles.

### Facilities

Fort Ambar: Supply and storage point between Tyr and Altarak.

Fort Thamo: Supply point and trading post between Grak's Pool and South Ledopolus.

Mira's Halo: Outpost located in the sandy wastes between Tyr and Urik.

## Headquarters

Tyr

## Leader

-Talara Vordon (NG female human aristocrat 5, rogue 10) is new matriarch of the merchant house. Red-haired and slim in appearance, she is a woman with a strong sense of justice and goodwill. Talara is new to her position and seeks to repair the damages wrought by her cousin Thaxos' bid for power.

## House Vordon Lore

Characters with ranks in Knowledge (local) or Gather Information can research House Vordon to learn more about them. When a character succeeds on a skill check, the following lore is revealed, including the information from lower DCs.

**DC 10:** Vordon is the major merchant house in the city of Tyr.

**DC 15:** Talara Vordon is the new ruler of the house.

**DC 20:** The nearest Vordon trade post is (insert closest Vordon facility to the character's current location).

**DC 30:** Rumors persist that those loyal to Vordon's former patriarch are plotting to retake the house or destroy it in trying.

# Chapter 4: NPCs

The Characters in this Chapter are described through statistics blocks according to the rules used on Dark Sun Core Book release 6.

## Low-level NPCs

### Caravan Guard, Infantry

#### Caravan Guard, Infantry CR 1

Male/female human warrior 2  
LN Medium humanoid (human)  
**Init** +1; **Senses** Listen +2, Spot +2  
**Languages** Common, [City language]

---

**AC** 15, touch 11, flat-footed 14  
(+1 Dex, +4 armor)

**hp** 9 (2 HD)  
**Fort** +3, **Ref** +1, **Will** +0

---

**Speed** 20 ft. (4 squares)  
**Melee** spear +4 (1d8+1/x3) or  
**Ranged** spear +4 (1d8+1/x3)  
**Base Atk** +2; **Grp** +3  
**Atk Options** Spear Wall

---

**Abilities** Str 13, Dex 12, Con 11, Int 9, Wis 10, Cha 8  
**Feats** Spear Wall, Weapon Focus (spear)  
**Skills** Listen +2, Spot +2, Survival +1  
**Possessions** spear (x2), scale mail (inix hide), 2d6 cp  
**Hook** "Hold the line!"

### Caravan Guard, Archer

#### Caravan Guard, Archer CR 1/2

Male/female human warrior 1  
LN Medium humanoid (human)  
**Init** +1; **Senses** Listen +1, Spot +2  
**Languages** Common, [City language]

---

**AC** 14, touch 11, flat-footed 13  
(+1 Dex, +3 armor)

**hp** 4 (1 HD)  
**Fort** +2, **Ref** +1, **Will** +0

---

**Speed** 30 ft. (6 squares)  
**Melee** club +2 (1d6+1) or  
**Ranged** shortbow +2 (1d6/x3)  
**Base Atk** +1; **Grp** +2  
**Atk Options** Concentrated Fire, Point Blank Shot

---

**Abilities** Str 12, Dex 13, Con 11, Int 9, Wis 10, Cha 8  
**Feats** Concentrated Fire, Point Blank Shot  
**Skills** Listen +1, Spot +2, Survival +1  
**Possessions** shortbow with 20 arrows, club, studded leather armor (jhakar hide with bone), 1d6 cp

---

**Hook** "Concentrate your fire!"

### Caravan Guard, Light Cavalry

#### Caravan Guard, Light Cavalry CR 1

Male/female human warrior 2  
LN Medium humanoid (human)  
**Init** +1; **Senses** Listen +0, Spot +0  
**Languages** Common, [City language]

---

**AC** 17, touch 11, flat-footed 16  
(+1 Dex, +4 armor, +2 shield)

**hp** 9 (2 HD)  
**Fort** +3, **Ref** +1, **Will** +0

---

**Speed** 20 ft. (4 squares), 40 ft. (8 squares) while mounted; Ride-By Attack  
**Melee** lance +3 (1d8+1/x3) or  
**Ranged** javelin +3 (1d6+1)  
**Base Atk** +2; **Grp** +3  
**Atk Options** Mounted Combat

---

**Abilities** Str 13, Dex 12, Con 11, Int 9, Wis 10, Cha 8  
**Feats** Mounted Combat, Ride-By Attack  
**Skills** Handle Animal +4, Ride +8  
**Possessions** lance, javelin (x3), heavy shield (wood), scale mail (inix hide), 2d6 cp  
**Mount** soldier kank (*ToA* 182)

---

**Hook** "Hit and run! Confuse the enemy!"

### Caravan Guard, Heavy Cavalry

#### Caravan Guard, Heavy Cavalry CR 2

Male/female human warrior 3  
LN Medium humanoid (human)  
**Init** +1; **Senses** Listen +0, Spot +0  
**Languages** Common, [City language]

---

**AC** 19, touch 11, flat-footed 18  
(+1 Dex, +6 armor, +2 shield)

**hp** 13 (3 HD)  
**Fort** +3, **Ref** +2, **Will** +1

---

**Speed** 20 ft. (4 squares), 40 ft. (8 squares) while mounted; Ride-By Attack  
**Melee** lance +4 (1d8+1/x3) or  
**Ranged** javelin +4 (1d6+1)  
**Base Atk** +3; **Grp** +4  
**Atk Options** Mounted Combat, Spirited Charge

---

**Abilities** Str 13, Dex 12, Con 11, Int 9, Wis 10, Cha 8  
**Feats** Mounted Combat, Ride-By Attack, Spirited Charge  
**Skills** Handle Animal +5, Ride +9  
**Possessions** lance, javelin, heavy shield (wood), banded mail (agafari wood), 3d6 cp  
**Mount** heavy crodlu mount (*ToA* 154)

---

Hook "Charge!"

### Merchant House Trader

#### Merchant House Trader CR 2

Male/female human expert 3

LN Medium humanoid (human)

**Init** -1; **Senses** Listen +0, **Spot** +0

**Languages** Common, [City language], any three other

---

**AC** 9, touch 9, flat-footed 9

(-1 Dex)

**hp** 10 (3 HD)

**Fort** +1, **Ref** +0, **Will** +3

---

**Speed** 30 ft. (6 squares)

**Melee** mwk dagger +2 (1d4-1/19-20) or

**Ranged** mwk dagger +2 (1d4-1/19-20)

**Base Atk** +2; **Grp** +1

---

**Abilities** Str 8, Dex 9, Con 10, Int 12, Wis 11, Cha 13

**Feats** Negotiator, Persuasive, Trader

**Skills** Appraise +9, Bluff +11, Diplomacy +15, Disguise +1 (+3 acting), Gather Information +6, Intimidate +8, Knowledge (local) +6, Knowledge (nobility and royalty) +6, Profession (merchant) +6, Sense Motive +8, Sleight of Hand +1, Speak Language (any two)

**Possessions** masterwork dagger, expensive clothing, 3d20 cp

---

Hook "You represent your trading house on this caravan."

### Caravan Guard, Scout

#### Caravan Guard, Scout CR 2

Male/female human expert 3

N Medium humanoid (human)

**Init** +5; **Senses** Listen +6, **Spot** +6

**Languages** Common, [City language]

---

**AC** 13, touch 11, flat-footed 12

(+1 Dex, +2 armor)

**hp** 13 (3 HD)

**Fort** +3, **Ref** +2, **Will** +3

---

**Speed** 30 ft. (6 squares), 50 ft. (10 squares) while mounted

**Melee** shortspear +2 (1d6) or

**Ranged** shortspear +3 (1d6)

**Base Atk** +2; **Grp** +2

---

**Abilities** Str 10, Dex 13, Con 12, Int 9, Wis 11, Cha 8

**Feats** Improved Initiative, Track, Wastelander

**Skills** Handle Animal +4, Hide +6, Listen +6, Move Silently +6, Ride +6, **Spot** +6, **Survival** +8

**Possessions** shortspear, leather armor (lirr hide), 3d6 cp

---

**Mount** crodlu (ToA 154)

---

Hook "You are the eyes and ears of the caravan."

### Animal Handler

#### Animal Handler CR 1

Male/female half-elf psychic adept 2

N Medium humanoid (elf)

**Init** +0; **Senses** low-light vision; **Listen** +2, **Spot** +2

**Languages** Common, Elven, [City language]

---

**AC** 10, touch 10, flat-footed 10

**hp** 5 (2 HD)

**Fort** +0, **Ref** +0, **Will** +4

---

**Speed** 20 ft. (4 squares)

**Melee** longspear +1 (1d8/x3)

**Base Atk** +1; **Grp** +1

**Power Points/Day** 2; **Psychic Adept Powers Known** (ML 2nd):

1st—*telepathic projection* (DC 11)

---

**Abilities** Str 10, Dex 11, Con 11, Int 8, Wis 12, Cha 11

**Feats** Animal Affinity

**Skills** Disguise +0 (+2 when impersonating elves or humans), **Handle Animal** +9, **Heal** +2, **Knowledge** (psionics) +1, **Listen** +2, **Profession** (animal handler) +6, **Psicraft** +1, **Ride** +4, **Spot** +2, **Search** +0, **Survival** +3

**Possessions** longspear, 2d6 cp

---

Hook "Take care of the caravan's animals."

### Caravan Captain

#### Caravan Captain CR 3

Male/female human fighter 3

LN Medium humanoid (human)

**Init** +1; **Senses** Listen +2, **Spot** +2

**Languages** Common, [City language], any one other

---

**AC** 17, touch 11, flat-footed 16

(+1 Dex, +6 armor)

**hp** 27 (3 HD)

**Fort** +5, **Ref** +2, **Will** +3

---

**Speed** 20 ft. (4 squares)

**Melee** mwk trikal +7 (1d8+3/x4) or

**Ranged** javelin +4 (1d6+2)

**Base Atk** +3; **Grp** +5

**Atk Options** Combat Expertise, Improved Disarm, Improved Trip

**Combat Gear** 2 *potionfruits of cure light wounds*

---

**Abilities** Str 15, Dex 12, Con 14, Int 13, Wis 10, Cha 8

**Feats** Combat Expertise, Improved Disarm, Improved Trip, Iron Will, Weapon Focus (trikal)

**Skills** Intimidate +5, **Knowledge** (warcraft) +7, **Listen** +2, **Ride** +5, **Spot** +2

**Possessions** combat gear plus masterwork trikal, javelin (x2), **banded mail** (agafari wood), 3d6 sp

---

Hook "Coordinate the troops. Protect the caravan at all costs."

### Caravan Water Cleric

#### Caravan Water Cleric CR 3

Male/female human cleric 3

N Medium humanoid (human)



**Init** -1; **Senses** Listen +2, Spot +2  
**Languages** Common, [City language]

**AC** 14, touch 9, flat-footed 14  
(-1 Dex, +4 armor, +1 shield)

**hp** 23 (3 HD)

**Fort** +4, **Ref** +0, **Will** +5

**Speed** 30 ft. (6 squares)

**Melee** bone scimitar +2 (1d6/18-20)

**Base Atk** +2; **Grp** +3

**Special Actions** turn undead 5/day (+2, 2d6+3, 3rd),  
Desert Mirage domain (use turn attempt to dispel  
figment or glamor)

**Combat Gear** 2 *potionfruits of cure light wounds*,  
*potionfruit of delay poison*

**Cleric Spells Prepared** (CL 3rd):

2nd—*augury*, *glitterdust\**, *make whole*

1st—*bless element*, *clear water\**, *cooling canopy* (2)

0—*create element* (2), *detect magic*, *detect poison*

\*Domain spell. Element: Water. Domains: Desert  
Mirage, Living Waters

**Abilities** Str 13, Dex 8, Con 12, Int 10, Wis 15, Cha 14

**Feats** Brew Potion, Self-sufficient, Toughness

**Skills** Concentration +7, Heal +9, Knowledge (the  
planes) +3, Search +3, Spellcraft +3, Survival +4

**Possessions** combat gear plus bone scimitar, light  
shield (wood), chitin armor (blue-painted kank  
carapace), *healer's kit*, 1d6 quarts of enhanced water,  
3d6 cp

**Hook** "You are responsible for the well-being of the  
members of the caravan."

## Mid-level NPCs

### Caravan Guard, Infantry

#### Caravan Guard, Infantry CR 3

Male/female human warrior 4

LN Medium humanoid (human)

**Init** +1; **Senses** Listen +3, Spot +3

**Languages** Common, [City language]

**AC** 17, touch 11, flat-footed 16  
(+1 Dex, +6 armor)

**hp** 18 (4 HD)

**Fort** +4, **Ref** +2, **Will** +1

**Speed** 20 ft. (4 squares)

**Melee** mwk spear +8 (1d8+3/x3) or

**Ranged** mwk spear +6 (1d8+2/x3)

**Base Atk** +4; **Grp** +6

**Atk Options** Spear Wall, Teamwork

**Abilities** Str 14, Dex 12, Con 11, Int 9, Wis 10, Cha 8

**Feats** Spear Wall, Teamwork, **Weapon Focus** (spear)

**Skills** Listen +3, Spot +3, Survival +1

**Possessions** masterwork spear (x2), banded mail  
(agafari wood), 4d6 cp

**Hook** "Hold the line!"

### Caravan Guard, Archer

#### Caravan Guard, Archer CR 2

Male/female human warrior 3

LN Medium humanoid (human)

**Init** +1; **Senses** Listen +2, Spot +3

**Languages** Common, [City language]

**AC** 14, touch 11, flat-footed 13  
(+1 Dex, +3 armor)

**hp** 13 (3 HD)

**Fort** +3, **Ref** +2, **Will** +1

**Speed** 30 ft. (6 squares)

**Melee** club +4 (1d6+1) or

**Ranged** mwk composite longbow +5 (1d8+1/x3) or

**Ranged** mwk composite longbow +3/+3 (1d8+1/x3) with  
Rapid Shot

**Base Atk** +3; **Grp** +4

**Atk Options** Concentrated Fire, Point Blank Shot

**Abilities** Str 12, Dex 13, Con 11, Int 9, Wis 10, Cha 8

**Feats** Concentrated Fire, Point Blank Shot, Rapid Shot

**Skills** Listen +2, Spot +3, Survival +1

**Possessions** masterwork composite longbow (+1 Str  
bonus) with 30 arrows, club, studded leather armor  
(jhakar hide with bone), 3d6 cp

**Hook** "Concentrate your fire!"

### Caravan Guard, Light Cavalry

#### Caravan Guard, Light Cavalry CR 3

Male/female human warrior 4

LN Medium humanoid (human)

**Init** +1; **Senses** Listen +0, Spot +0

**Languages** Common, [City language]

**AC** 18, touch 11, flat-footed 17  
(+1 Dex, +6 armor, +1 shield)

**hp** 18 (4 HD)

**Fort** +4, **Ref** +2, **Will** +1

**Speed** 20 ft. (4 squares), 40 ft. (8 squares) while  
mounted; Ride-By Attack

**Melee** lance +6 (1d8+2/x3) or

**Ranged** mwk composite shortbow +6 (1d6+2/x3)

**Base Atk** +4; **Grp** +6

**Atk Options** Mounted Combat

**Abilities** Str 14, Dex 12, Con 11, Int 9, Wis 10, Cha 8

**Feats** Mounted Archery, Mounted Combat, Ride-By  
Attack

**Skills** Handle Animal +4, Ride +10, Survival +1

**Possessions** lance, masterwork composite shortbow (+2  
Str Bonus), buckler (leather), banded mail (agafari  
wood), 4d6 cp

**Mount** soldier kank (*ToA* 182)

**Hook** "Hit and run! Confuse the enemy!"

### Caravan Guard, Heavy Cavalry

#### Caravan Guard, Heavy Cavalry CR 5

Male/female human warrior 6  
LN Medium humanoid (human)  
**Init** +1; **Senses** Listen +0, Spot +0  
**Languages** Common, [City language]

---

**AC** 21, touch 11, flat-footed 20  
(+1 Dex, +8 armor, +2 shield)

**hp** 27 (6 HD)

**Fort** +5, **Ref** +3, **Will** +2

---

**Speed** 20 ft. (4 squares), 40 ft. (8 squares) while mounted; **Ride-By Attack**

**Melee** mwk lance +10 (1d8+2/x3) or

**Ranged** javelin +7 (1d6+2)

**Base Atk** +6; **Grp** +8

**Atk Options** Mounted Combat, Spirited Charge

---

**Abilities** Str 14, Dex 12, Con 11, Int 9, Wis 10, Cha 8

**Feats** Mounted Combat, Ride-By Attack, Spirited Charge, Weapon Focus (lance)

**Skills** Handle Animal +4, Ride +12, Survival +2

**Possessions** masterwork lance, javelin, heavy shield (wood), full plate (braxat hide, with monstrous-looking helmet), 6d6 cp

---

**Mount** heavy crodlu mount (*ToA* 154)

---

**Hook** "Charge!"

## Caravan Captain

### Caravan Captain

CR 6

Male/female human fighter 6  
LN Medium humanoid (human)  
**Init** +1; **Senses** Listen +5, Spot +5

**Languages** Common, [City language], any one other

---

**AC** 20, touch 11, flat-footed 19  
(+1 Dex, +9 armor)

**hp** 49 (6 HD)

**Fort** +7, **Ref** +3, **Will** +4

---

**Speed** 20 ft. (4 squares)

**Melee** +1 trikal +11/+6 (1d8+7/x4) or

**Ranged** javelin +7 (1d6+3)

**Base Atk** +6; **Grp** +9

**Atk Options** Combat Expertise, Improved Disarm, Improved Trip, Power Attack

**Combat Gear** 2 *potions* of cure moderate wounds

---

**Abilities** Str 16, Dex 12, Con 14, Int 13, Wis 10, Cha 8

**Feats** Alertness, Combat Expertise, Improved Disarm, Improved Trip, Iron Will, Power Attack, Weapon Focus (trikal), Weapon Specialization (trikal)

**Skills** Intimidate +6, Knowledge (warcraft) +10, Listen +5, Ride +5, Spot +5, Survival +2

**Possessions** combat gear plus +1 trikal, javelin (x2), +1 full plate (braxat hide, with monstrous-looking helmet), 6d6 sp

---

**Hook** "Coordinate the troops. Protect the caravan at all costs."

## Caravan Water Cleric

### Caravan Water Cleric

CR 5

Male/female human cleric 5  
N Medium humanoid (human)  
**Init** -1; **Senses** Listen +3, Spot +3

**Languages** Common, [City language]

---

**AC** 16, touch 9, flat-footed 16  
(-1 Dex, +5 armor, +2 shield)

**hp** 34 (6 HD)

**Fort** +5, **Ref** +0, **Will** +7

---

**Speed** 30 ft. (6 squares)

**Melee** mwk bone scimitar +4 (1d6/18-20)

**Base Atk** +3; **Grp** +4

**Special Actions** turn undead 5/day (+2, 2d6+5, 5th), Desert Mirage domain (use turn attempt to dispel figment or glamor)

**Combat Gear** 4 *potions* of cure light wounds, *potions* of delay poison

**Cleric Spells Prepared** (CL 5th):

3rd—*dispel magic*, *eye of the storm*, *worm's breath*\*

2nd—*augury*, *calm emotions* (DC 15), *glitterdust*\*, *make whole*

1st—*bless element*, *clear water*\*, *cooling canopy* (2), *sanctuary* (DC 14)

0—*create element* (2), *detect magic*, *detect poison* (2)

\*Domain spell. Element: Water. Domains: Desert Mirage, Living Waters.

---

**Abilities** Str 16, Dex 12, Con 14, Int 13, Wis 10, Cha 8

**Feats** Alertness, Combat Expertise, Improved Disarm, Improved Trip, Iron Will, Power Attack, Weapon Focus (trikal), Weapon Specialization (trikal)

**Skills** Intimidate +6, Knowledge (warcraft) +10, Listen +5, Ride +5, Spot +5, Survival +2

**Possessions** combat gear plus +1 trikal, javelin (x2), +1 full plate (braxat hide, with monstrous-looking helmet), 6d6 sp

**Abilities** Str 13, Dex 8, Con 12, Int 10, Wis 16, Cha 14

**Feats** Brew Potion, Self-sufficient, Toughness

**Skills** Concentration +9, Heal +10, Knowledge (the planes) +4, Search +5, Spellcraft +4, Survival +5

**Possessions** combat gear plus masterwork bone scimitar, +1 light shield (wood), +1 chitin armor (blue-painted kank carapace), *pearl of power* (1st-level spell), *healer's kit*, 1d6 quarts of enhanced water, 5d6 cp

---

**Hook** "You are responsible for the well-being of the members of the caravan."

## High-level NPCs

### Caravan Captain

### Caravan Captain

CR 10

Male/female human fighter 10  
LN Medium humanoid (human)  
**Init** +1; **Senses** Listen +6, Spot +6

**Languages** Common, [City language], any one other

---

**AC** 23, touch 13, flat-footed 22  
(+1 Dex, +10 armor, +1 *ring of protection*, +1 *parrying trikal*)

**hp** 79 (10 HD); 25% chance to turn critical hit or sneak

---

attack into normal hit

**Fort** +12, **Ref** +7, **Will** +8

---

**Speed** 20 ft. (4 squares)

**Melee** +1 *parrying trikal* +17/+12 (1d8+9/19-20/x4) or

**Ranged** javelin +12 (1d6+4)

**Base Atk** +10; **Grp** +14

**Atk Options** Combat Expertise, Improved Disarm, Improved Sunder, Improved Trip, Power Attack

**Combat Gear** 2 *potionfruits of cure serious wounds*, *potionfruit of protection from arrows*

---

**Abilities** Str 19, Dex 12, Con 14, Int 13, Wis 10, Cha 8

**Feats** Alertness, Combat Expertise, Greater Weapon Focus (trikal), Improved Critical (trikal), Improved Disarm, Improved Sunder, Improved Trip, Iron Will, Power Attack, Weapon Focus (trikal), Weapon Specialization (trikal)

**Skills** Intimidate +10, Knowledge (warcraft) +11, Listen +6, Ride +8, Spot +6, Survival +4

**Possessions** combat gear plus +1 *parrying trikal*, masterwork javelin (x3), +2 *light fortification full plate* (braxat hide, with monstrous-looking helmet), *gauntlets of braxat power* (braxat hide), +2 *cloak of resistance* (gith skin), +1 *ring of protection* (with seal of trading house), 4d6 gp

---

**Hook** "Coordinate the troops. Protect the caravan at all costs."

## Caravan Water Cleric

### Caravan Water Cleric

CR 9

Male/female human cleric 9

N Medium humanoid (human)

**Init** -1; **Senses** Listen +3, Spot +3

**Languages** Common, [City language]

---

**AC** 19, touch 10, flat-footed 19

(-1 Dex, +6 armor, +3 shield, +1 *ring of protection*)

**hp** 56 (9 HD)

**Fort** +7, **Ref** +4, **Will** +9

---

**Speed** 30 ft. (6 squares)

**Melee** mwk bone scimitar +7/+2 (1d6/18-20)

**Base Atk** +6; **Grp** +7

**Special Actions** Improved Counterspell, turn undead 5/day (+2, 2d6+9, 9th), Desert Mirage domain (use turn attempt to dispel figment or glamor)

**Combat Gear** 8 *potionfruits of cure light wounds*, 3 *potionfruit of delay poison*, *potionfruit of neutralize poison*, *potionfruit of remove blindness/deafness*, *potionfruit of cure disease*

**Cleric Spells Prepared** (CL 9th):

5th—*screaming* (DC 18), *shining sands\** (DC 18)

4th—*pact of water\**, *sand spray* (DC 17), *sending*

3rd—*create food and water*, *dispel magic*, *eye of the storm*, *prayer*, *worm's breath\**

2nd—*augury*, *calm emotions* (DC 15), *find traps*, *glitterdust\**, *make whole*, *return to the earth*

1st—*bless element*, *clear water\**, *cooling canopy* (2), *remove fear*, *sanctuary* (DC 14)

0—*create element* (2), *detect magic*, *detect poison* (2), *purify*

---

*food and drink*

\*Domain spell. Element: Water. Domains: Desert Mirage, Living Waters

---

**Abilities** Str 13, Dex 8, Con 12, Int 10, Wis 17, Cha 14

**Feats** Brew Potion, Improved Counterspell, Lightning Reflexes, Self-sufficient, Toughness

**Skills** Concentration +10, Heal +12, Knowledge (the planes) +5, Search +9, Spellcraft +8, Survival +5

**Possessions** combat gear plus masterwork bone scimitar, +2 *light shield* (wood), +2 *chitin armor* (blue-painted kank carapace), *pearl of power* (1st-level spell; looks like a waterdrop), *pearl of power* (2nd-level spell; looks like a waterdrop), +1 *ring of protection* (with seal of trading house), *healer's kit* (x3), 2d4 quarts of enhanced water, silver cup (ornamented with drawings of rain), portable holy water font (shaped like a pond), 5d6 sp

---

**Hook** "You are responsible for the well-being of the members of the caravan."



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