

# Trade and Commerce

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Trade between planets depends on demand for goods at each end of the trading route. Because of the expense of interstellar transportation, most worlds strive to be self-supporting; they produce their own building materials, food, and necessities. However, there are still wide varieties of trade goods that can and must be carried between the stars.

The trade and commerce flowcharts present the procedure for locating goods to be shipped and locating markets.

## TRADE DEFINITIONS

Several terms and concepts are used on the trade and commerce flowcharts.

**Base Cost.** Base cost is the amount a cargo is purchased for at its sourceworld.

**Cargo.** Cargo consists of goods purchased by a speculator or merchant and carried on the speculation that they can be sold at the destination for a profit. A merchant who buys laser rangefinders on an industrial world and ships them to another world in hopes of selling them for a profit is shipping cargo. A merchant who has empty cargo hold space and fills it with locally purchased goods rather than ship empty space is shipping cargo.

A speculator may buy goods and ship them; he considers the lot cargo, while the ship carrying the goods considers it freight. A starship captain may find insufficient freight available on a world and may become a speculator and buy cargo in order to fill unused freight space. The prime law of cargo trade is an ancient one: buy low and sell high. Those who follow it make money, grow rich and become successful. Those who do not, go bankrupt.

**Cost.** Cost is the amount paid for a cargo at its Sourceworld. Base Cost is an expected price; Cost is the actual cost determined at the moment of purchase.

**Delivery.** A lot is delivered when it is off-loaded at a location comparable to the location where it was loaded. Goods taken in orbit at the Sourceworld are delivered when off-loaded on the surface of the destination world. This custom applies to both cargo and passengers.

**Freight.** Freight is a lot owned by someone who either wishes to retain ownership of it or who has contracted to sell the goods to someone and is shipping them to the buyer. An individual who is shipping his personal effects to a new home is shipping freight. A company which has sold an air/raft to a customer and is now shipping it to that customer is shipping freight.

The standard price for shipping freight is Cr1000 per ton. The payment covers shipment in the cargo hold from the current location to the starship's next port of call.

**Lot.** A lot is a single shipment of goods. A lot is identified by its displacement in tons (one ton equals 13.5 kiloliters). Each lot is a distinct shipment and may not be subdivided. A ship captain may accept or reject specific lots based on their best fit within the ship's cargo hold. A lot can be freight, cargo, or mail.

**Mail.** A lot of communications information being shipped under special contract for a postal or express service. Postal services are operated by governments; express services are operated by private companies.

Mail is always of incidental size (never major- or minor-sized lots). To be allowed to carry mail, the ship must be armed, and the crew must include a designated gunner. Each mail lot always consists of at least one ton. Each ton of mail is shipped at a premium rate of Cr5000.

**Marketworld.** A marketworld is the world where goods

are to be shipped; it is the market or destination for trade goods. The UWP of the Marketworld is required before the goods can be sold and it is necessary in order to determine the selling price of the goods when engaging in speculative trade.

**Merchant.** A merchant is an individual or company that operates a cargo-carrying starship. Merchants may also be speculators.

**Price.** Price is the amount a cargo is expected to sell for at its marketworld. It is possible to compute the base price of goods before arriving at a world simply by analyzing the marketworld's UWP. Careful merchants do this to predict the relative appeal of goods at various accessible worlds.

Price is an expected price; selling price is the actual price determined at the moment of sale.

**Selling Price.** Selling price is the amount a cargo actually sells for at its marketworld using the Actual Value Table. Selling price for goods varies as the actual market place conditions fluctuate and it is determined at the moment of sale using the Actual Value Table.

**Sourceworld.** A sourceworld is the world where goods originate. The UWP of the Sourceworld is required before goods can be purchased and it is necessary in order to determine the costs of the goods when engaging in speculative trade.

**Speculator.** A speculator is an individual or company that buys goods in the expectation that they can be sold at a profit later (and usually on another world). A speculator does not necessarily operate a cargo-carrying starship; a speculator may ship its cargo as freight and pay standard freight rates in order to transport the goods to a profitable market.

## CARGO IDENTIFICATION

A cargo can be identified by stating its sourceworld's Starport Type, Tech Level, Trade Classifications, and base cost. Starport Type and Tech Level are derived directly from the sourceworld UWP. All trade classifications possible are determined and then listed together (the determination of trade classifications is covered below). Cost is then determined using the cost system (cost is what the trader pays to buy trade goods; price is what the trader is paid when he or she sells the goods; the difference is gross profit). If the cargo is not of Imperial origin, it should be labeled as to origin.

For example, a cargo from Regina in the Spinward Marches is identified as: A-C Ri High Tech Parts Cr7000.

A cargo from Zivije in the Spinward Marches is identified as: C-B Hi FI Rare Earths Cr30000.

Lower cost cargoes are always preferable because they allow more potential profit.

**Estimating the Sales Price:** Trader skill allows the partial prediction of the results of the Actual Value Table throws. Use of Trader skill allows one die on the Actual Value Table (the table uses two dice) to be thrown early;

knowing one of the dice results beforehand allows a more accurate prediction of the sale price of goods. For example, the two dice throw can range from 2 to 12 and indicates actual values between 40 percent and 170 percent of base price. If one die is thrown early and it is a 6, then the character knows that the final actual value must range between 7 and 12 (or between 100 percent and 170 percent).

The Trade and Commerce flowcharts contain the exact procedure to use for estimating the sales price beforehand.

### TYPES OF INTERSTELLAR TRADE GOODS

Interstellar trade goods may be many things, some of which are more common than others. The flowcharts in this section provide a procedure for determining the general nature of the goods in each cargo lot, which is provided as a starting point for referee description of the cargo. Using this general guide, the examples below, and knowledge of the unique characteristics of the world of origin, the referee should decide on a precise definition of the cargo.

**Natural Resources:** One of the basic trade goods in interstellar trade is natural resources. The exploration of space is driven in part by a search for essential basic raw materials in the hopes that they can be found and made available at competitive prices even after the cost of their transportation over interstellar distances. Most bulk resources are available in the planetary cores and asteroid belts of a star system, and transportation of massive amounts of common ores over interstellar distances is not economically feasible (okay, it's flat-out stupid-if you're taking the trouble to mine the stuff there you might as well go the distance and build a smelter or factory and ship processed or semi-finished goods). However, high-value resources which are scarce or absent in one star system can often be transported profitably. Such resources include rare earths, raw crystals and gems, various compounds, plants, and animals.

**Processed Resources:** Once the basic raw resources have been collected, they need to be processed into refined raw materials and basic finished goods. Processed resources include processed ores (from which the basic contaminants have been removed), raw organics (harvested plant or animal materials usable as food or in further manufacturing processes), and processed compounds (raw materials typically not found in nature, such as industrial chemicals).

**Manufactured Goods:** Some manufactured goods cannot be made on a world due to lack of sufficiently high tech level or limited production facilities, and so must be imported. Other manufactured goods may be profitably shipped across interstellar distances if their cost of manufacture is significantly lower than on the destination world, due to low labor costs, abundant cheap resources, or unusual and unique manufacturing techniques. Sometimes the existence of patent on a product or manufacturing process by one world which is honored by another world creates the necessary basis for trade of manufactured goods.

Manufactured goods include pharmaceuticals (both for the treatment of all manner of illness or disability, and those in special demand for their effects on healthy individuals, such as anagathics to increase the human life span), various consumables (spices, beverages, aromatics and perfumes, disposable goods), clothing, protective

gear, and various durable goods (mechanical parts, weapons, tools, vehicles, consumer electronics, industrial machinery, and robots).

**Information:** A perennial trade good is information. Books, tapes, and software all enjoy a continuing market as individuals pursue educations and find a need for basic materials. More important is information on new scientific or technological developments that can be applied in many different environments, and news of political, social, and economic events that allow recipients of that knowledge to make more informed decisions. Information is usually shipped in electronic form, although this is usually contained in its own small computer memory system, heavily encrypted, so that no one but the ultimate customer has access to it. The following are types of informational cargo and freight:

**Scientific Data:** Scientific inquiry depends on data for its continued existence. Raw scientific data from established research stations, data collection stations, or laboratories is marketable to research and development departments of various corporations and to research faculty at institutions of higher learning.

Social scientists also need raw materials for their research: accounts of historical events, or data on alien or alternate societies.

Most important of all for both communities is contact with other developments in their fields. Not only are these fields driven by academic competition, but breakthroughs or new data in one area can lead to insight in others, whether basic research or dramatic new manufacturing techniques. Besides, you've just got to get a copy of the latest issue of *Astrometrics and Cosmology* where they publish the letter where you really ripped Dr. Barberi's hare-brained paper on planetary nebulae.

**News:** No business can be run without news. What economic incentives package has been instituted on an important world? Who is the new president of a major competitor? What is the new administration's position on tariffs? Government and private agencies have the same need to understand the constantly changing playing field on which they must operate. Sure, interstellar travel is relatively slow. But that's what makes it so crucial to get the news as quickly as possible. A day's notice is enough time to get instructions to your field office onto the next departing ship, but if you miss it, you'll have to wait days for the next one. Timely news can make or break careers, businesses, even governments.

**Bureaucratic Records:** Where there are interstellar governments, the products of a bureaucracy must be distributed through its area of authority. Such shipments include originals or reproducible masters of regulations, files of information about citizenry and companies, and reports.

Much of the information shipped between worlds is not sold; it is transported at government expense as freight to archives or to other offices of the bureaucracy. But some of the information can be purchased and then shipped to other worlds where it can be sold to businesses or organizations that can use it. For example, tax records might indicate likely customers for specific goods; reports might provide clues (after analysis) for prediction of future bureaucratic decisions.

**Creative Works:** The products of the artistic sense are always in demand. New novels, plays, and poetry from recognized authors are highly sought after over vast areas. Other creative works are valued as decoration and ornamentation for homes and businesses. These include

paintings, sculpture, holographics, photographs, and recordings (videos, audios, flat projections, movies, concerts, music). While the originals of most of these latter works are properly classified as novelties, reproductions and visual copies of these items are typically shipped as electronic information, ready to be printed into salable form at its destination. Lower tech worlds often trade considerable quantities of creative works to high-tech worlds in return for scientific data and machinery.

**Novelties:** New products never before seen (or sometimes just never before marketed) are powerful commodities in the marketplace. Novelties are the staple export of low-tech worlds to higher-tech worlds.

Because a novelty can be anything, if presented in the right way at the right place and time, description is difficult. Some novelties become short-lived fads or fashions. Some are pets from unusual ecosystems, and the expensive food to feed them. Some are handcrafted knick-knacks. Novelties can be a quick route to riches, or a short trip to losing your shirt over a warehouse full of useless junk.

**Special Handling Characteristics:** Several of the possible trade goods may require special handling by the cargo carrier. If a questionable cargo-handling situation arises, the referee must define an appropriate task for the players to roll to prevent damage to their cargo. The types of special handling characteristics include:

**Corrosive:** This cargo is hazardous and needs special containers to prevent it from doing corrosive damage to the cargo vehicle, cargo handlers, and so on. If a cargo container's sealed integrity is broken in transit, damage will result, in the form of structural or system damage to the ship, or respiratory damage to crew and passengers who inhale caustic gasses.

**Flammable:** This cargo is flammable. If anything that could ignite the cargo enters the cargo hold (for example, sparks from an electrical short a laser weapon fire exchange, and so on), the cargo will burst into flames. One obvious way to save the cargo is to immediately evacuate the cargo hold's atmosphere, placing it in a vacuum, which would effectively snuff out the fire. Many captains wisely refuse to carry such cargo.

**Explosive:** This cargo is hazardous, and extreme heat or heavy shock may cause it to explode. Heat from a burning flammable cargo or a cargo hold hit during a starship battle are two examples of the types of conditions that could cause an explosive cargo to detonate. In some cases, a heavy jolt (for example, a jolt resulting from a rough landing) could cause an explosive cargo to detonate. Inertial compensators can mitigate this problem, but you never know when some Cr0.5 fuse will blow and wipe out a MCr50 starship.

**Radioactive:** This cargo is hazardous and must be stored in special sealed and shielded containers. If the cargo container's sealed integrity is broken, radiation damage to nearby life forms is sure to result.

**Perishable:** This cargo requires a special environment to ensure it is properly preserved and kept during the journey to market. If the narrow environmental conditions vary to a significant degree from optimum, the cargo's value may be seriously degraded or destroyed. Perishable cargos have an additional complication: They must get to market fast. A perishable cargo lot must be shipped the same day it is delivered for shipment.

**Fragile:** This cargo is delicate, and cannot stand rough handling or severe jolts. If a fragile cargo is damaged, its

worth may be only slightly diminished, or it may be reduced to complete junk.

**Living:** Some cargo is listed as living. This cargo is an extreme case of both perishable and fragile. Life support, cages, and perhaps even special caretakers may need to be provided. And *somebody* has to go in there and feed the things...

## TRADE CLASSIFICATIONS

Definitions of trade classifications are as follows:

**Agricultural (Ag):** Agricultural goods market well to Desert, Fluid Seas, Poor, Water Worlds, and Industrial Worlds. Agricultural Worlds are good markets for Industrial Worlds, Agricultural Worlds, Barren Worlds (for new plant and animal strains) and Rich Worlds.

**Asteroid Belt (As):** Asteroid belt goods market well to Industrial, Nonagricultural, Vacuum Worlds and Asteroid Belts. Asteroid Belts are good markets for Agricultural, Industrial, Nonagricultural and Vacuum Worlds.

**Barren World (Ba):** Goods from Barren Worlds are raw materials mined or gathered by a ship crew. They are poor sources of cargoes and resources and cannot be markets.

**Desert World (De):** Desert World goods sell well to Desert and Nonagricultural Worlds. They are good markets for Agricultural, desert, Industrial, Nonagricultural and Rich Worlds.

**Fluid Oceans (Fi):** Non-water oceans may be sources of raw materials and the World's products sell well on Industrial and Fluid Worlds. Worlds with fluid oceans are good markets for Fluid and Industrial Worlds.

**High Population (Hi):** High Population World goods, because of the economy of scale for production, sell well on High Population, Low Population and Rich Worlds. High Population Worlds are good markets for Agricultural, Industrial, High Population and Rich Worlds.

**Ice-Capped (Ic):** Goods from Ice-capped Worlds sell well on Industrial Worlds. The worlds are poor markets.

**Industrial (In):** Industrial goods sell well on most worlds and Industrial Worlds are good markets for most goods.

**Low Population (Lo):** Low Population World cargoes sell well to Industrial and Rich Worlds. Low Population Worlds are rarely self-supporting so they are excellent markets for High Population and Agricultural Worlds.

**Nonagricultural (Na):** Nonagricultural Worlds are good sources for Asteroid Belts and Nonagricultural, Desert and Vacuum Worlds.

**Non-industrial (Ni):** Non-industrial Worlds are markets for goods from Industrial Worlds. They are sources of goods for Industrial Worlds; their goods sell poorly on Non-industrial Worlds.

**Poor (Po):** Poor Worlds are markets for Industrial Worlds. They are not good sources of cargoes.

**Rich (Ri):** Rich Worlds are good markets for Asteroid Belts and Agricultural, High Population, Industrial, Low Population, Rich and Water Worlds. They are good sources of cargoes for Agricultural, Desert, Industrial, High Population, Rich and Nonagricultural Worlds.

**Vacuum World (Va):** Vacuum Worlds are markets for goods from Asteroid Belts and Industrial, Nonagricultural and Vacuum Worlds. They are good sources of cargoes for Asteroid Belts, Industrial Worlds and Vacuum Worlds.

**Water World (Wa):** Water Worlds are good markets for Industrial and Water Worlds. They are good sources of cargoes for Industrial, Rich and Water Worlds.

# TRADE AND COMMERCE 1

## 1 Sourceworld Details

Determine sourceworld's Population and Tech Level.

## 2 Destination World Details

The ship captain must select and designate a destination world within jump range. Determine destination world's Population, Tech Level and travel zone.

## 3 Shipments

Passengers are determined at step 4. Cargo and freight are both determined beginning at step 5.

## 4 Passengers

Determine how many passengers are available for the ship.

Roll once on the High column, once on the Middle column, and once on the Low column.

**PASSENGER TABLE**

Pop Digit	—Available at Sourceworld—		
	High	Middle	Low
0	—	—	—
1	—	1D-2	2D-6
2	1D-1D	1D	2D
3	2D-2D	2D-1D	2D
4	2D-1D	2D-1D	3D-1D
5	2D-1D	3D-2D	3D-1D
6	3D-2D	3D-2D	3D
7	3D-2D	3D-1D	3D
8	3D-1D	3D-1D	4D
9	3D-1D	3D	5D
A	3D	4D	6D

**DMs:** If destination world Population 4–, DM –3. If destination world Population 8+, DM +1.

If any crewmember has **Steward** skill, apply it as a +DM on the roll for High passengers.

If any crewmember has **Admin** skill, apply it as a +DM on the roll for Middle passengers.

If any crewmember has **Streetwise** skill, apply it as a +DM on the roll for Low passengers.

DM +(sourceworld TL minus destination world TL)

If destination world is a red zone, DM –12, and no Middle or Low passengers.

If destination world is an amber zone, DM –6.

Passengers may not exceed the passenger capacity of the ship.

This table may be consulted once per week.

**Income:** Credit the ship with Cr10,000 per High passenger, Cr8000 per Middle passenger, and Cr1000 per Low passenger.

## 5 Freight and Cargo

Freight consists of paid shipments of goods. Cargo is purchased at the sourceworld and sold at the destination world. Determine the available lots from the table. Roll once in the major column, once in the minor column, and once in the incidental column. For each lot, determine its size by rolling the lot size.

Cargo and freight are determined separately. The sum of cargo and freight cannot exceed the cargo hold capacity of the ship.

**AVAILABLE LOTS**

Pop Digit	—Available at Sourceworld—		
	Major	Minor	Incidental
0	—	—	—
1	1D-4	1D-4	—
2	1D-2	1D-1	—
3	1D-1	1D	—
4	1D	1D+1	—
5	1D+1	1D+2	—
6	1D+2	1D+3	1D-3
7	1D+3	1D+4	1D-3
8	1D+4	1D+5	1D-2
9	1D+5	1D+6	1D-2
A	1D+6	1D+7	1D

**Lot Size:** Major Cargos: 1Dx10. Minor Cargos: 1Dx5. Incidental Cargos: 1D. Lot size is stated in displacement tons. To convert to kilometers, multiply by 13.5.

**DMs:** If destination world Population 4–, DM –3. If destination world Population 8+, DM +1.

If any crewmember has **Liaison** skill, apply it as a +DM on the roll for minor cargos.

DM +(sourceworld TL minus destination world TL)

If destination world is a red zone, there is no freight. If destination world is an amber zone, there is no major freight.

If the goods are freight (carried for a fee of Cr1000 per ton) and their identity does not matter, ignore further steps.

This table shows the limit of freight available to a ship in a period of one week. A crewmember with **Broker** skill may consult this table again once (to find last-minute cargo, but not freight).

## 6 Sourceworld Trade Classifications

Determine the trade classifications of the Sourceworld.

**TRADE CLASSIFICATIONS**

Code	Size	Atmosphere	Hydrographics	Population	Government	Law Level	Code Definition
Ag	—	4-9	4-8	5-7	—	—	Agricultural
As	0	0	0	—	—	—	Asteroid Belt
Ba	—	—	—	0	0	0	Barren
De	—	2+	0	—	—	—	Desert
Fl	—	A-C	1+	—	—	—	Fluid Oceans
Hi	—	—	—	9+	—	—	High Population
Ic	—	1–	1+	—	—	—	Ice-Capped
In	—	2-4,7,9	—	9+	—	—	Industrial
Lo	—	—	—	1-3	—	—	Low Population
Na	—	3–	3–	6+	—	—	Non-Agricultural
Ni	—	—	—	1-6	—	—	Non-Industrial
Po	—	2-5	3–	1+	—	—	Poor
R	—	6,8	—	6-8	4-9	—	Rich
Va	1+	0	—	—	—	—	Vacuum
Wa	—	—	A	—	—	—	Water World

Determine all possible trade classifications. An Asteroid Belt (As) is automatically a Vacuum World, and does not have the Va code. Aslan worlds ignore Government type for determining Rich (Ri) worlds. Vargr worlds cannot be Rich (Ri) if government type 7.

## 7 Identify Cargo and Freight

Create a standard identifier for each shipment of cargo and freight.

**Freight:** If the shipment is freight, its identity may not matter. The referee may assume that freight is a standard, safe, non-perishable shipment properly packaged. Its tonnage is already known. No further information is required.

**Cargo:** If the shipment is cargo, it should be given a standard identifier, which consists of:

1. Sourceworld Starport Type
2. Sourceworld Tech Level
3. All possible sourceworld trade classifications
4. Category of Trade Good
5. Actual Cost
6. Cargo origin (if not Imperial)

For example, a cargo from Regina in the Spinward Marches is identified as: A-C Ri High Tech Parts Cr7000.

A cargo from Zivije in the Spinward Marches is identified as: C-B Hi Fi Rare Earths Cr30000.

## 8 Nature of Cargo

More information can be determined about cargo (and about freight, if desired).

Cargo and freight can be broadly classified as one of the following types:

- Natural Resources.
- Processed Resources.
- Manufactured Goods.
- Information.
- Novelties.

For each shipment of cargo or freight, note the trade classifications in its identifier and consult tables 9a through 9f, in order, until one of the trade classifications in its identifier is matched. Roll on the first table that matches to determine the broad nature of the goods.

# TRADE AND COMMERCE 2

## 9 Nature of Cargo and Freight

Determine the specific nature of the goods by consulting the appropriate table.

If Natural Resources, go to step 10a.  
 If Processed Resources, go to 10b.  
 If Manufactured Goods, go to 10c.  
 If Information, go to 10d.  
 If Novelties, go to 10e.  
 For worlds which have no Trade Classifications, use table 9f.

## 9a Ag Goods

Any goods with Ag (Agricultural) in its identification may use this table.

### AGRICULTURAL GOODS

<i>Dice</i>	<i>Trade Good Category</i>	<i>Step</i>
3-	Natural Resources	10a
4-6	Natural Resources (41-66)	10a
7-8	Processed Resources (41-66)	10b
9	Manufactured Goods	10c
10-11	Information	10d
12+	Novelties	10e

**DMs:** If Government 9+, DM +1; if Law Level 9+, DM +1.

## 9d Ni Goods

Any goods identified as Ni (Non-industrial) may use this table.

### NON-INDUSTRIAL GOODS

<i>Dice</i>	<i>Trade Good Category</i>	<i>Step</i>
6-	Natural Resources	10a
7	Processed Resources	10b
8-9	Manufactured Goods	10c
10-11	Information	10d
12+	Novelties	10e

**DMs:** If Population 9+, DM +1; If Government 9+, DM +1; if Law Level 9+, DM +1. If Barren World, DM -5.

## 9b Wa, Ri Goods

Any goods with Wa (Water World) or Ri (Rich World) may use this table.

### WATER AND RICH WORLD GOODS

<i>Dice</i>	<i>Trade Good Category</i>	<i>Step</i>
5-	Natural Resources	10a
6-7	Processed Resources	10b
8	Manufactured Goods	10c
9-11	Information	10d
12+	Novelties	10e

**DMs:** If Population 9+, DM +1; If Government 9+, DM +1; if Law Level 9+, DM +1.

## 9e In Goods

Any goods identified as In (Industrial) may use this table.

### INDUSTRIAL GOODS

<i>Dice</i>	<i>Trade Good Category</i>	<i>Step</i>
3-	Natural Resources	10a
4-5	Processed Resources	10b
6-9	Manufactured Goods	10c
10-11	Information	10d
12+	Novelties	10e

**DMs:** If Government 9+, DM +1; if Law Level 9+, DM +1.

## 9c As, Va, De, Na Goods

Any goods identified as As (Asteroid Belt), Va (Vacuum), De (Desert) or Na (Nonagricultural) may use this table.

### ASTEROID, VACUUM, DESERT OR NON-AGRICULTURAL GOODS

<i>Dice</i>	<i>Trade Good Category</i>	<i>Step</i>
6-	Natural Resources (11-36)	10a
7	Processed Resources (11-36)	10b
8-9	Manufactured Goods	10c
10-11	Information	10d
12+	Novelties	10e

**DMs:** If Population 9+, DM +1; If Government 9+, DM +1; if Law Level 9+, DM +1. If Barren World, DM -5.

## 9f All Other Goods

Any goods identified otherwise, or unidentified goods, may use this table.

### ALL OTHER GOODS

<i>Dice</i>	<i>Trade Good Category</i>	<i>Step</i>
4-	Natural Resources	10a
5-7	Processed Resources	10b
8	Manufactured Goods	10c
9-11	Information	10d
12+	Novelties	10e

**DMs:** If Population 9+, DM +1; If Government 9+, DM +1; if Law Level 9+, DM +1. If Barren World, DM -7.

# TRADE AND COMMERCE 3

## 10a Natural Resources

<i>D+D</i>	<i>Trade Good</i>	<i>Base Cost</i>	<i>Cor</i>	<i>Fla</i>	<i>Exp</i>	<i>Rad</i>	<i>Per</i>
11-13	Ferrous Metal Ore	4000	—	—	—	—	—
14-15	Nonmetal Ore	3500	10+	—	12+	--	--
16-21	Radioactive Ore	4500	—	—	—	6+	--
22-23	Nonferrous Ore	3000	11+	—	11+	11+	--
24-26	Raw Crystals	8000	—	—	—	—	—
31	Raw Precious Gems	100000	—	—	—	—	—
32-33	Nitrogen Compounds	2000	10+	—	9+	—	—
34-36	Raw Hydrocarbons	2500	11+	9+	11+	—	—
41-42	Plants (wood)	1000	11+	9+	—	—	11+
43	Plants (bales)	200	11+	9+	—	—	10+
44	Plants (fibers)	800	11+	6+	—	—	9+
45	Plants (herbs)	700	11+	6+	—	12+	9+
46	Wild Plants (living)	1300	11+	6+	12+	--	11+
51-54	Food Plants (living)	1800	11+	11+	—	—	—
55-56	Animals (living)	2800	11+	—	—	—	—
61-64	Livestock (living)	3500	11+	—	—	—	—
65	Rare Plants (living)	6500	11+	11+	—	—	—
66	Rare Animals (living)	8500	11+	—	—	—	—

## 10b Processed Resources

<i>D+D</i>	<i>Trade Good</i>	<i>Base Cost</i>	<i>Cor</i>	<i>Fla</i>	<i>Exp</i>	<i>Rad</i>	<i>Per</i>
11-16	Composites	10000	11+	9+	10+	—	—
21-24	Special Alloys	20000	12+	10+	—	—	—
25-26	Precious Metals	20000	—	—	—	—	—
31	Crystals	40000	—	—	—	—	—
32-34	Radioactives	20000	—	—	—	5+	—
35	Rare Earths	30000	11+	12+	12+	12+	—
36	Isotopes	20000	—	—	—	3+	—
41-46	Foodstuffs	400	11+	9+	12+	—	8+
51-54	Petrochemicals	2000	10+	7+	8+	—	—
55	Textiles	900	—	9+	—	—	11+
56	Explosives	3000	12+	10+	3+	—	10+
61-63	Polymers	1000	—	9+	—	—	—
64-66	Fertilizers	2000	10+	9+	9+	—	9+

## 10c Manufactured Goods

<i>D+D</i>	<i>Trade Good</i>	<i>Base Cost</i>	<i>Cor</i>	<i>Fla</i>	<i>Exp</i>	<i>Rad</i>	<i>Per</i>
11-13	Pharmaceuticals	100000	11+	10+	—	—	9+
14-15	Spices	12000	—	11+	—	—	10+
16	Gourmet Foods	10000	—	11+	—	—	10+
21-23	Alcoholic Beverages	800	—	8+	—	—	9+
24-26	Nonalcoholic Beverages	400	—	10+	—	—	8+
31	Consumable Teas	600	—	11+	—	—	12+
32-33	Exotic Fluids	2000	—	8+	—	—	9+
34-36	Aromatics	8000	—	10+	9+	—	11+
41-42	Clothing	2000	—	12+	—	—	—
43	Protective Gear	7000	—	9+	—	—	—
44-46	Weapons	20000	—	9+	11+	11+	—
51-52	Electronic Parts	5000	—	10+	—	—	—
53	High Tech Parts	6000	—	10+	—	—	—
54-55	Tools	1000	—	11+	—	—	—
56	Vehicles	4000	—	12+	—	—	—
61-63	Entertainment Equipment	8000	—	10+	—	—	—
64	Computers	50000	—	11+	—	—	—
65-66	Robots	15000	—	11+	—	—	—

# TRADE AND COMMERCE 4

## **10d** Information

<i>D+D</i>	<i>Trade Good</i>	<i>Base Cost</i>	<i>Cor</i>	<i>Fla</i>	<i>Exp</i>	<i>Rad</i>	<i>Per</i>
11-12	Writings (paper)	1000	—	—	—	—	8+
13-14	2D Still Pictures	2000	—	—	—	—	8+
15-16	Computer Software	5000	—	—	—	—	11+
21-22	Robotic Software	9000	—	—	—	—	—
23-24	Starship Software	15000	—	—	—	—	—
25-26	3D Still Pictures	3000	—	10+	—	—	8+
31-33	Artistic Images	10000	—	9+	—	—	11+
34	Audio Recordings	1000	—	—	—	—	8+
35	2D Video Recordings	6000	—	10+	—	—	8+
36	3D Video Recordings	8000	—	10+	—	—	8+
41	Raw Data (paper)	1000	—	—	—	—	8+
42-43	Raw Data (data)	2000	—	—	—	—	8+
44-45	Raw Data (inanimate samples)	4000	9+	10+	11+	11+	9+
46-53	Raw Data (biosamples)	4000	11+	auto	—	—	auto
54-56	Records (paper)	2000	—	—	—	—	11+
61-66	Records (data)	8000	—	—	—	—	11+

## **10e** Novelties

<i>D+D</i>	<i>Trade Good</i>	<i>Base Cost</i>	<i>Cor</i>	<i>Fra</i>	<i>Exp</i>	<i>Rad</i>	<i>Per</i>
11	New Natural Resources	4000	10+	—	11+	10+	12+
12	New Processed Resources	6000	—	—	11+	—	—
13-14	New Manufactured Goods	8000	10+	7+	11+	—	—
15-16	New Information	2000	—	—	—	—	Auto
21-26	Natural Curiosities	6000	12+	9+	12+	12+	—
31-36	Handmade Artifacts	8000	—	6+	—	—	—
41-46	Living Creatures	14000	12+	Auto	—	—	Auto
51-56	Starving Artist Reproductions	7000	—	—	—	—	—
61-66	Counterfeit Knock-Offs	3000	—	—	—	—	—

# TRADE AND COMMERCE 5

## 1 Locate a Seller

Before determining a cargo cost, the buyer must first find a seller. To do this, use the following task:

To find a seller for speculative cargo:  
[difficulty], Broker, Admin or Streetwise, [varies]  
[High Pop (9+)=Simple (3+), 4 hours]; [Mod Pop (4+)=Routine (7+), 1 day];  
[Lo Pop (3-)=Difficult (11+), 2 days]

*Referee:* If the world's Law Level is Low Law or less (3-), a fumble results in an automatic 3D mishap. At High Law, (8+), make the task hazardous (2D mishap), and at Extreme Law (A+), make the task hazardous and fateful (3D mishap).

## 2 Cargo Cost

Cargo cost is the amount of money that a shipment is sold to the speculator or starship captain for.

Start with Base Cost as determined from the Cargo Tables (step 10).

## 3 Trade Cost Modifiers

Trade cost modifiers are determined from the sourceworld characteristics.

### TRADE COST MODIFIERS

Code	Trade Class	Cost Modifier
—	No Class	0
Ag	Agricultural	-20 percent
As	Asteroid Belt	-20 percent
Ba	Barren World	+20 percent
De	Desert World	+20 percent
Fl	Fluid Oceans	+20 percent
Hi	High Population	-20 percent
Ic	Ice-Capped	0
In	Industrial	-20 percent
Lo	Low Population	+20 percent
Na	Non-agricultural	+20 percent
Ni	Nonindustrial	+20 percent
Po	Poor	-20 percent
Ri	Rich	+20 percent
Va	Vacuum World	+20 percent
Wa	Water World	0

If As, ignore the effects of Va.

Total all modifiers and add to base cost.

**Tech Level Modifier:** Multiply sourceworld's tech level by Cr100 and add to base cost.

## 4 Negotiation

This step is optional. Undertaking negotiation as a task is possible, but can be detrimental.

- Active Cooperation -40 percent
- Passive Cooperation -20 percent
- Neutral or less 0
- Passive Uncooperation +20 percent
- Active Uncooperation Withdrawn from sale

## 5 Brokers

One character may act as broker if he has **Broker** skill. He applies his skill to the transaction and receives 5 percent (per skill level applied) of the final cargo cost (of which half of that is spent as expenses for the transaction).

A broker may be hired at a starport to assist in the transaction.

### BROKERS AVAILABLE

Starport	Broker Available
A	Broker-4 or less
B	Broker-3 or less
C	Broker-2 or less
D	Broker-1

A broker receives 5 percent of the final cargo cost for each level of skill he applies to the Actual Value Table.

## 6 Bribery

Characters may attempt bribery to gain a special merchant kickback. The modification to the Actual Value Table is +1/2 per **Bribery** skill level (round fractions down). Select any level, at a cost of 7 percent of the final cargo cost per level used.

## 7 Actual Value

The actual value of a cargo (and thus the final cargo cost paid for it) is determined only at the moment of sale using the Actual Value Table.

### ACTUAL VALUE TABLE

Roll	Percentage
2	400 percent
3	300 percent
4	200 percent
5	170 percent
6	150 percent
7	130 percent
8	120 percent
9	110 percent
10	100 percent
11	90 percent
12	80 percent
13	70 percent
14	50 percent
15	40 percent

Results of less than 2 are treated as 2; results of more than 15 are treated as 15.

**DMs:** +**Broker** skill, +1/2 **Bribery** skill (from step 6). Maximum DM +4.

If the players rolled one die in advance (allowed for **Trader** skill), remember to use the prior roll on this table.

Once goods are found for sale and the Actual Value Table is consulted, the goods must be purchased at the price indicated. A purchase may be stopped at any point before the final die is rolled. If a purchase is stopped, another purchase of the same good cannot be attempted on the current world in the current week.

## 8 Delivery

Normal delivery to the ship is four days. Add 10 percent to the final cargo cost for each day of advance delivery to the ship.

For example, instant (same day) delivery costs 40 percent extra.

# TRADE AND COMMERCE 6

## 1 Locate a Buyer

Before determining a cargo price, the seller must first find a buyer. To do this, use the following task:

To find a buyer for speculative cargo:

[difficulty], Broker, Admin or Streetwise, [varies]

[High Pop (9+)=Simple (3+), 4 hours]; [Mod Pop (4+)=Routine (7+), 1 day]; [Lo Pop (3-)=Difficult (11+), 2 days]

*Referee:* For manufactured hardware, increase the difficulty level by one for each difference in the tech code (Early Stellar to Average Stellar is a difference of one, and so on). For novelty items, decrease the task difficulty one level for each difference in tech code.

If the world's Law Level is Low Law or less (3-), a fumble results in an automatic 3D mishap. At High Law, (8+), make the task hazardous (2D mishap), and at Extreme Law (A+), make the task hazardous and fateful (3D mishap).

## 2 Cargo Price

Cargo price is the amount of money that a buyer is expected (on the average) to pay for goods when delivered at a world. Cargo price is applied to the Actual Value Table to determine the final price for which the goods are actually sold.

Start with a Base Cost as determined from the Cargo Tables (step 10).

## 3 Cargo Price Modifiers

Total all intersections between sourceworld and destination world codes and multiply by 20 percent. Add to base price.

**CARGO PRICE MODIFIERS**

Source Codes	Destination World Codes															
	Ag	As	Ba	De	Fl	Hi	Ic	In	Lo	Na	Ni	Po	Ri	Va	Wa	
Ag	+1	+1	no	+1	—	+1	—	+1	+1	+1	—	—	+1	—	—	
As	—	+1	no	—	—	—	—	+1	—	+1	—	—	+1	+1	—	
Ba	+1	—	no	—	—	—	—	+1	—	—	—	—	—	—	—	
De	—	—	no	+1	—	—	—	—	—	+1	—	—	—	—	—	
Fl	—	—	no	—	+1	—	—	+1	—	—	—	—	—	—	—	
Hi	—	—	no	—	—	+1	—	—	+1	—	—	—	+1	—	—	
Ic	—	—	no	—	—	—	—	+1	—	—	—	—	—	—	—	
In	+1	+1	no	+1	+1	+1	—	+1	—	—	+1	+1	+1	+1	+1	
Lo	—	—	no	—	—	—	—	+1	—	—	—	—	+1	—	—	
Na	—	+1	no	+1	—	—	—	—	—	—	—	—	—	+1	—	
Ni	—	—	no	—	—	—	—	+1	—	—	-1	—	—	—	—	
Po	—	—	no	—	—	—	—	—	—	—	—	-1	—	—	—	
Ri	+1	—	no	+1	—	+1	—	+1	—	+1	—	—	+1	—	—	
Va	—	+1	no	—	—	—	—	+1	—	—	—	—	—	+1	—	
Wa	—	—	no	—	—	—	—	+1	—	—	—	—	+1	—	+1	

If destination world is Ba, goods may not be sold. If sourceworld is As, ignore the Va classification.

## 4 Starport Cost Modifiers

The type of starport at the destination world influences the cost of the goods. Consult the Starport Effects Table using the destination world Starport Type.

**STARPORT EFFECTS**

Starport	Cost Modifier
A	-20 percent
B	0
C	+20 percent
D	+40 percent
E	+50 percent
X	+100 percent

Add destination world's Starport cost modifier to base cost.

## 5 Tech Level Effects

If the goods being sold are:

- A natural resource, ignore the tech level effects.
- A processed resource, use the tech level effects as given.
- Manufactured hardware, always use tech level difference as a minus (-).
- Manufactured non-hardware, use the tech level effects as given.
- Information, use the tech level effects as given.
- Novelty, always use the tech level difference as a plus (+).

The Tech Level Effects for cargo should be calculated as:

$$P = ap + [ap \times (St - Dt)], \text{ where:}$$

P = final price.

ap = adjusted price so far.

St = source world TL x0.10.

Dt = destination world TL x0.10.

## 6 Brokers

One character may act as broker if he has **Broker** skill. He applies his skill to the transaction and receives 5 percent (per skill level applied) of the final market price (of which half of that is spent as expenses for the transaction).

A broker may be hired at a starport to assist in the transaction.

**BROKERS AVAILABLE**

Starport	Broker Available
A	Broker-4 or less
B	Broker-3 or less
C	Broker-2 or less
D	Broker-1

A broker receives 5 percent of the final market price for each level of skill he applies to the Actual Value Table.

# TRADE AND COMMERCE 7

## 7 Alien Trade Effects

When a cargo has an alien source, there may be an effect on the price. Determine the source of the goods (Imperial unless otherwise noted) and the market for the goods. Consult the Alien Trade Effects table and apply any percentage price alteration to the calculated price of the goods.

Buying Race	ALIEN TRADE EFFECTS							
	Selling Race (in percent)							
	Aslan	Droyne	Hiver	Imperial	K'kree	Solomani	Vargr	Zhodani
Aslan	—	—	—	—	-40	—	+20	—
Droyne	—	—	—	—	—	—	—	+40
Hiver	+20	—	—	-40	—	—	—	—
Imperial	—	—	—	—	—	—	—	-20
K'kree	—	—	—	—	—	—	-40	—
Solomani	—	—	+20	-20	—	—	—	—
Vargr	—	—	—	—	-80	—	—	—
Zhodani	+20	+20	—	-40	—	—	—	—

This table indicates the effects of local taste, prejudice, and novelty in the evaluation of goods by a market. For example, Zhodani goods are generally poorly received in Imperial markets and well-received in Droyne markets; Imperial goods are poorly received in Hiver, Solomani and Zhodani markets.

## 8 Bribery

Characters may attempt bribery to gain a special merchant kickback. The modification to the Actual Value Table is +1/2 per **Bribery** level (round fractions down). Select any level, at a cost of 7 percent of the final market price per level used.

## 9 Actual Value

The actual value of a cargo (and thus the final market price paid for it) is determined only at the moment of sale using the Actual Value Table.

### ACTUAL VALUE TABLE

Roll	Percentage
2	40 percent
3	50 percent
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5	80 percent
6	90 percent
7	100 percent
8	110 percent
9	120 percent
10	130 percent
11	150 percent
12	170 percent
13	200 percent
14	300 percent
15	400 percent

Results of less than 2 are treated as 2; results of more than 15 are treated as 15.

**DMs:** +**Broker** skill, +1/2 **Bribery** skill (from step 8). Maximum DM +4.

If the players rolled one die in advance (allowed for **Trader** skill), remember to use the prior roll on this table.

Once goods are offered for sale and the Actual Value Table is consulted, the goods must be sold at the price indicated. A sale may be stopped at any point before the final die is rolled. If a sale is stopped, another sale cannot be attempted on the current world in the current week.

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