

The Patrician

The Patrician

THE PATRICIAN
A historical simulation by Ascon (UK.) Ltd

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The Patrician

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Credits

A decorative border with a double-line outline, featuring ornate, scroll-like flourishes at the corners and midpoints of the sides.

Index

Loading Instructions

Prelim

1.

Introduction

2.

Arrival

3.

Start

3.1

Scroll

3.4

Shipyards

3.4

Office

3.10

Bank

3.17

Harbor Inn

3.20

Getting on

4.

Store

4.1

Wedding

4.3

Marketplace

4.5

Town Hall

4.8

Guilde

4.9

Smithy

4.12

Proving Yourself

5.

Guard ships

5.1

Convoy

5.2

Sea battle

5.6

Fleet

5.7

Siege

5.9

Epilogue

6.

Keyboard Controls

7.

Literary



Loading Instructions

Loading Instructions

Virus protection

The disks supplied guaranteed to be free of virus-programs that are detectable with commercially available software. No claims are accepted under the warranty in the case of data on disks supplied by us having been altered and hence falsified by the effects of virus-programs or virus protection programs.

The disks of the program "The Patrician" are not copy protected. Make sure that the original disks are write protected at all times and only work with copies made with the disk-copy routines of your operating system.

Atari ST

For the game "The Patrician" you need a minimum of 1MB RAM and a color monitor. A hard disk is recommended.

Playing from disk

Insert disk I into drive A: and turn on the monitor and computer. After opening the window of drive A: double click onto the icon PATRIZ.PRG.

Installation on the hard disk

Boot your system as usual. Insert disk I into drive A:, open the window of the drive and double click onto the icon INSTALL.PRG. Follow the instructions on the screen.

Playing from the hard disk

Open the file in which you have installed The Patrician and double click on the icon PATRIZ.PRG.

Commodore Amiga

For the game "The Patrician" you need a minimum of 1MB RAM and a color monitor. A hard disk is recommended.

Playing from disk

Insert disk 1 into drive DFO: and turn on the monitor and the computer. When the window of drive DFO: has opened, double click onto the icon PATRIZIER.

Installation on the hard disk

Boot your system as usual. Insert disk 1 into drive DFO:, open the window of the drive and double click on the icon INSTALLATION. Follow the instructions on the screen.

Playing from the hard disk

Open the drawer in which you have installed The Patrician and double click on the icon PATRIZIER.

Loading Instructions

MS-DOS Computer

For the game "The Patrician" you need a minimum of 640KB RAM, a VGA-graphics card with a color monitor and the MS-DOS operating system V3.x or V5.x. The program must be installed on the hard disk. Except for the operating system, the mouse driver and additional RAM-drivers no resident programs should be loaded.

Installation on the hard disk

Boot your system as usual. Insert disk I into drive A: or B:, change to the relevant drive with A:RETURN or B:RETURN and run the installation program with INSTALL RETURN. Follow the instructions on the screen.

Playing from the hard disk

Open the subdirectory in which you have installed The Patrician and load the program with PATRIZ. Return.

1. Prelim





he Patrician is a trade simulation game for one to four people. The action is set in medieval Germany during the time of a powerful trading organization known as the Hansaetic League. The player can choose one of eight Hanseatic towns to be his/her home base and, as a ship owner, send out his fleet to sixteen towns trading in eighteen different types of goods. If he succeeds in winning the sympathy of his town's inhabitants by clever actions and social engagement he will be elected mayor. This gives him the right to participate in the Hanseatic League Meeting which takes place every two years; this in turn opens the possibility for him to be elected Alderman or Patrician by the traders of all Hanseatic towns and foreign Offices. Whoever succeeds in this has won the game.

These few words give a short summary of the meaning and aim of this game, but they say nothing as yet about the complex nature of the game. A few brief notes at this stage: When you play The Patrician you will soon notice that the price of goods is not fixed arbitrarily but adjusted to the economic structure of any town in question depending on supply and demand. Within certain limits, they are constantly revised. The same goes for the other parameters, such as goods production and population development. In addition, these data are interlinked in many ways. For example, the production of harnesses depends on the quantities of pig iron and leather available in town, as well as on the number of people. The latter is, in turn, dependent on the amount of food.

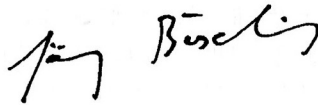
A number of interdependent variables engender a complex system whose development becomes unpredictable. This means that, in the case of The Patrician, no two games are identical. It also means that you can make the system collapse - for instance, by only trading in luxury items. Thus, the development is determined by your actions; this makes this simulation so attractive.



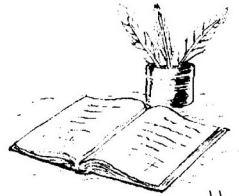
As to the historical background, we have aspired to authenticity. Naturally, however, The Patrician cannot replace the historical action. In the first instance, it is a game and some concessions have had to be made which may run counter to the historical truth (insofar as this is known).

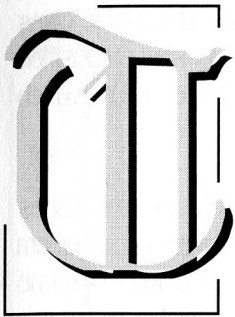
Yet, the historical period chosen is more than just an ornament. The Hanseatic League is a good example to demonstrate that history is more than just the sum total of state actions by noblemen and church dignitaries. With The Patrician we hope to convey an impression of the lives and the work of those mediaeval people who may have contributed more to their period than those potentates whose names and dates are found in every modern history book.

Enjoy the game

 Jörg Buschling

2. Introduction





The Baltic trade starts with the raids of the Vikings.

At the end of the 8th century the people in Western Europe encountered the Vikings quite frequently - because of the latter's raids. The raids of those tough Norsemen coming from the coast of Denmark and Norway, took them to the British Isles, France and eventually even to the Mediterranean.

However, their main interest was centered around the area bordering the Baltic Sea. In those days, trade and raids were not always clearly different activities. Thus, in the course of the Vikings' advance a network of trading posts in the form of fortified settlements sprung up.

The settlement of Haithabu on the Schleswig-Holstein isthmus was a major trading center for the East-West trade. Its economic importance can be gauged by the fact that silver coins had been minted there as early as 936 A.D., the so-called Haithabu-Brakteaten. During the 10th and 11th centuries, however, Haithabu was repeatedly conquered and ransacked so that it lost its significance as a trading center. It was replaced by neighboring Schleswig.

Haithabu had been a town of "itinerant merchants", that is, the merchants only stayed there temporarily to conclude their business deals. But already in the early 9th century, some settlements developed into towns: Artisans settled along with the merchants. Agriculture and cattle raising as well as the fishing industry became significant factors in the economic development.

The islands in the Baltic Sea were important trading posts. The emergence of Gotland is closely linked with the expansion of the Baltic Sea trade in the 10th and 11th centuries. Numerous finds of Arabic silver objects and coins demonstrate the extent of the trade connections of the people in the Baltic Sea area.

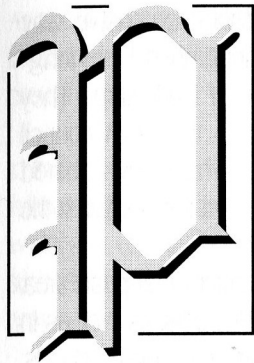


The end of the 10th century saw a dramatic change in the economic development of that region. The Arabic coins were increasingly replaced by western European, particularly German, coins. The early 11th century saw a transition from the not always simple barter economy where goods were traded for other goods, to a monetary economy which did not always guarantee fair trade, either.

At the same time that the Viking raids declined at the end of the 11th century the significance of the Slavonic trades people for the Baltic Sea trade increased. They made use of the increased production along the northern and southern shores of the Baltic Sea. Their settlements were fortified and developed. Consequently various skilled workers came and settled. However, the end of the 11th century saw numerous bloody and lengthy feudal wars which resulted in a weakening of the long-distance trade in the Baltic Sea area.

In those early days of Baltic Sea trade, the trader was also a ship owner. The traders ship was constructed like the long boats of the Vikings with the planks fitted on top of each other like roof tiles and a mast in the center carrying a single sail. In these ships the trader sailed from trading post to trading post, buying and selling goods. Many traders lost their lives in the process of trade, as by no means everybody believed in honest methods of making money. As there was no legal protection in those days, the merchants joined forces creating the first cooperatives and teaming up their fleets in order to protect themselves and their interests. These were the precursors of the later Hanseatic Merchants' Leagues.





Progress creates wealth - and power.

The emergence of the Hanseatic League is closely linked to the economic, socio-political and cultural upheavals which, as a result of the settlement movement, spread eastwards. These developments included the use of wind and water power for mills, mechanical hammers, bellows etc. and improved manufacturing production. Agriculture also changed with the introduction of crop rotation, that prevented the soil from becoming exhausted, and thus provided increased harvests. Transportation and agriculture both changed with the introduction of a new type of harness making possible the use of the more efficient horse instead of the oxen. All these improvements resulted in a sudden doubling of the population in Germany between the mid 11th and the mid 12th century, the population eventually reached 11 to 12 million people. The agricultural progress released human labor capacities which were then used in commercial production. A gradual separation took place between agriculture and the crafts and the market places became the nuclei of the towns.

This was, however, a very gradual process; small animals were still habitually kept even in the solidly walled towns. The fact that town air was supposed to make people free may indeed have been its only advantage. Towns were often founded in the vicinity of the residences occupied by worldly or else spiritual feudal lords. As on church holiday days great masses of people swarmed to Episcopal residences or monasteries, and it was a good opportunity for merchants to offer their wares for sale. The noblemen, in turn, received more income by imposing customs charges, token fees, providing jurisdiction or mints or benefiting from the direct work done by the locals. In the middle of the 11th century, the inhabitants of the town settlements began to successfully defend themselves against the feudal lords' coercive methods. They used their economic power to secure privileges for themselves. Their weapon was money: the merchants gained it by their trade, the noblemen





Hans Holbein the Younger, 1532. Georg Gisze from Danzig was a merchant in the London Stalhof office. Berlin, Staatliches Museum, Prussian cultural heritage.

needed it to maintain their control and their expensive way of living. Thus the merchants - among them the long-distance merchants - rose to a position of leadership. They elected the councilors and the mayor of the town council from their ranks, created their own laws which they adjusted to suit their own requirements and enforced them against the will of the feudal lords.

The first crafts emerged in the north-western European area. The cloth weaving industry in France, Flanders, as well as in the Maas and Rhine areas produced first-rate quality goods. Their raw material, wool, came from England. In addition, the metal working industry became very important. Thus, the "merchants of the realm" founded cooperatives very early on and enjoyed their trading privileges, their exemption from customs duties and freedom of movement all over the country guaranteed by the English king.

Those sailing to England from Flanders had founded the Hanseatic Leagues of Bruges, Ypres and Lille during the 12th and 13th centuries which then, in the 13th century, united under the leadership of Bruges, becoming the long winded "Flemish Hanseatic League of the Brugeans and those who belong to this Hanseatic League". This League in fact enjoyed a monopoly in the Flemish trade with England.



At about the same time, the Cologne merchants founded a Hanseatic League (the word hanse means "host" or "flock") in London. From 1157 they enjoyed the same privileges as the English which is not least due to the Rhine wine they brought with them which was highly popular with the English.

In the course of the German expansion to the East during the 11th and 12th centuries, the vanguard of feudal lords was followed by peasants, artisans and merchants. They brought with them the latest technology which was already widely in use in the West. For this reason, the Slavonic nobility was also interested in the immigration of German settlers and supported the settling of German artisans and traders in Slavonic settlements as well as in numerous new settlements.

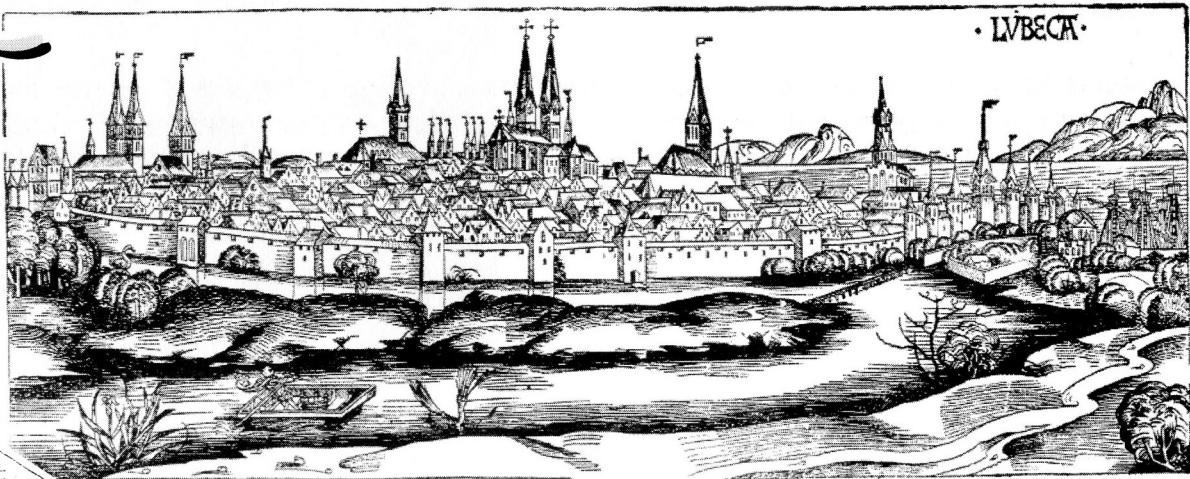
The start of this development saw the foundation of a settlement of merchants and artisans on the Trave river. A Slavonic trading post, Old-Lubeck, had existed there in the immediate vicinity of the river estuary since the middle of the 11th century. It fell victim to the battles between the German and Slavonic nobilities but was re-established by Count Adolf von Schauenburg in 1143.



H

enry the Lion "founds" Lubeck

Thanks to its favorable position along the south-western shore of the Baltic, Lubeck blossomed rapidly, thus attracting the interest of the Saxon duke Henry, called "the Lion". After the old settlement had burned down he founded the so-called Lion's Town or Lubeck in the immediate vicinity, on land which he managed to obtain for this purpose from a vassal. Although he was unable to compete with the other town, his investment turned out to be a success. In 1159, the inhabitants of the old settlement began to rebuild Lubeck under Henry's new mayorship.



Lübeck. Woodcut from Schedelschen Weltchronik, 1493. Greifswald, University Library.

Already in 1160 the Episcopal see for Holstein was transferred from Oldenburg to Lubeck which strengthened Henry's position yet again. Lubeck was given the right to call itself a town, gained a civilian administration and exemption from customs duties granted in the whole of Lower Saxony which improved trade. Laws were introduced declaring freedom for all inhabitants. "Town air makes you free" may well be the most popular slogan of the time. Any serf arriving in town who succeeded in living there without causing trouble for one year and one day would be freed from the yoke of serfdom. No lord could lay claim to that particular person any longer.

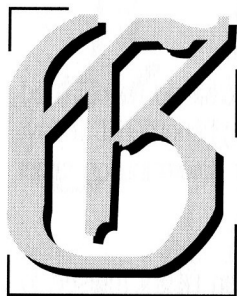
Henry gave his best for "his" town. In Denmark, Norway, Sweden, Russia and on the island of Gotland he obtained trade privileges for the Lubeck merchants which other towns had to fight for. Lubeck's rise was phenomenal. Today, we would probably call this an "economic miracle" although it was a matter of enterprise and determination rather than a miracle.

However, the carousel of power kept on inexorably turning and it did not spare the "Lion". When Henry refused to support his emperor Frederick Barbarossa in the latter's fight for Italy he was toppled from power by the emperor. For its part, Lubeck even managed to profit from that event by having its town rights extended. In 1226 Lubeck was eventually raised to the status of town of the realm which meant that it was safe from any attempts by the territorial overlords to seize it.

Before his loss of power, Henry the Lion succeeded in subduing the West Slavonic tribes living between the Elbe and Oder rivers and annexing the counties of Mecklenburg and Pomerania for the realm. Subsequently, numerous town settlements were founded in that area which were all granted the Lubeck jurisdiction: Rostock, in 1218, Wismar in 1229, Stralsund in 1234, Demmin in 1249, Greifswald in 1250, Anklam in 1264. Once Hamburg was founded in 1188/89, Lubeck and Hamburg became the focal points for gigantic



floods of goods from the Baltic and North Sea areas. The Hanseatic land passage came to connect the two towns. With this development Schleswig had outlived its usefulness as a trading post. The prerequisites had been created for something which was to become so big and powerful as to dominate economic, political and cultural life in that region for over 200 years: the Hanseatic League.



erman merchants gain a monopoly through the Hanseatic League

The German merchants knew very well how to make use of the privileges obtained for them by Henry the Lion. The island of Gotland became one of their most important trade bases. In order to ensure mutual protection and assistance they established the "Cooperative of the merchants of the Roman empire visiting Gotland" there. And they continued to expand their sphere of influence towards the East. In 1184 the Office of the German merchants in Novgorod, known as the Peterhof, was founded. It constituted a territorial area in which the merchants could do whatever they wanted. In addition, this made trade with the West more difficult for the Russian merchants.

With the German Order, a spiritual knights' Order originating, like the Templars and the Johannites, from the crusaders' movement, the Hanseatic merchants found an ideal partner for opening up new markets in the East. The knights of the Order recruited mainly from the lower and middle-class nobility, had set themselves the task to convert the non-Christian peoples in the East. The German merchants supported the knights' order financially and by transporting armies of crusaders across the seas. In 1201, a division of the knights of Gotland crossed into the area of the estuary of the Duna river in 23 ships and established an Episcopal see which later became the town of Riga. The Scandinavian kingdoms had already been converted to Christianity. The feudal monarchs reigning in those countries tried to present themselves to the German merchants as



equal partners by limiting the latter's influence and regulating trade.

Due to the aridity of its soil, Norway depended very much on grain supplies. On the other hand, dried cod provided a popular export item since it was especially high in demand in Germany during the days of fasting imposed by the Church. The German Baltic Sea towns with their large and fertile hinterlands were in a position to supply sufficient quantities of grain to satisfy the Norwegians' demand. This increased their influence, and in 1276 the Germans were granted the right to purchase or rent their own farmsteads. The Hanseatic League made the grain trade dependent on the fish trade which resulted in the Norwegian fishermen's dependence on the German merchants. So much for this "partnership with equal rights".

Trade agreements with Sweden were concluded as early as 1173 and 1179 and renewed and extended in 1251. Although customs exemption was granted to the Germans, no free zone of the kind existing in other areas ever emerged. Anybody wanting to settle permanently in Sweden had to become a Swedish vassal. Nevertheless, there were numerous immigrants, in particular specialized workers from German mining areas; iron and copper from Sweden were very much in demand.

At the beginning of the 13th century an increasing number of German merchants appeared in Flanders. They visited the market in Bruges which consequently gained in importance. The customs fees were lowered during the forties and fifties, thus strengthening the position of the Gotlandic cooperative. As the Hanseatic merchants had by now started to transport their own cloth, Flemish trade decreased accordingly. The German merchants eventually gained a superior position by supplying goods from the East, especially furs from Novgorod. In this way, a trade line from Russia to Flanders came into existence - with the Germans as monopolists.

In 1237, the English King, Henry III, granted protection and customs exemption to the merchants from Gotland for all goods exported by them from England. In 1266/67, the towns of Hamburg and Lubeck



were granted the right to set up their own Hanseatic Leagues. Thus there were, together with the Cologne Hanseatic League, three German merchants' Hanseatic Leagues represented in London; they united into a single one in 1288. The Stalhof became their headquarters. The name given to the London Hanseatic Office had nothing to do with hardened iron, "steel" but came from an important duty performed by the merchant, the "stelen", i.e. the labeling of the stacked goods. The trading system was perfect. It was to exist for several centuries. Lubeck, thanks to the land passage which replaced the lengthy and often unsafe sea passage around Denmark, became the center. Commercial goods from the developed West were transported to the East, raw materials and food from the East to the West. The great success of the Hanseatic League was due to the linking together of these two different economic areas.

Another reason for the supremacy of the German merchants was the development of a new type of ship. The cog, a high-sided sailing ship bigger and more stable than the constructions known before, developed into a fast and safe freighter for bulk goods. Its cargo space was double or triple that of the traditional ships. So it is hardly surprising that it dominated the seas in the North and East for over two centuries and was not replaced by the merchantman until the 15th century.

The town Hanseatic League grows from the merchants' Hanseatic League.

During the 13th century, the German emperor's influence waned in Northern Europe because he was sidetracked by his fight for supremacy in Italy. This development suited the Danish feudal power which endeavored to expand towards the Southern coast of the Baltic sea. At the same time the power of the territorial lords was strengthened. The towns themselves had to take the initiative in an effort to protect their autonomy and their merchants' interests within the far-reaching trading system stretching from London via Bergen to Novgorod.

The restructuring of the Hanseatic League was largely completed by 1299. It started with the interests of the Hanseatic merchants no longer being taken care of by the Gotlandic Cooperative but by the





Harbor of a
Hanseatic town
during the loading
and unloading of
trading ships.
Water-color
painting.

individual towns. Regional alliances between individual towns had existed since 1246 when the Westphalian and Lower-Saxon town League was founded and 1254 when the Rhenian town league came into being. But it took a long time before the towns on the North Sea and Baltic Sea coasts



which had been competing with each other before, united themselves into the powerful Hanseatic League. In 1227, in the wake of the battle at Bornhöved where a Danish army was beaten, a rapprochement between Lubeck and Hamburg took place. In 1259 an agreement was concluded between Lubeck, Rostock and Wismar permitting a joint fight against sea pirates. But a significant peace alliance was not concluded until 1283 by a reasonable number of towns.

The Hanseatic League had to pass its first tests early in its history: The merchants of Bruges felt left out because the foreign merchants concluded business deals without the Bruges merchants' intermediation. They fought against this state of affairs and, as a consequence, Bruges was boycotted by the Hanseatic League. The trade and traffic embargo already had the desired effect by 1282. The Hanseatic merchants had their privileges confirmed. The town league had turned out to be a powerful organization.

Already in 1584, they were forced to use the proven remedy of the trade embargo a second time when the Norwegians brutally attacked the Hanseatic merchants because of the latter's grain monopoly. This time, the embargo was supported by war cogs watching the Baltic sea routes. A year later, Norway was forced to agree to a settlement.

Lubeck occupied a leading economic, political and legal position in the developing town league. This led to a decrease in the significance of the town of Visby documented by the fact that in 1293 the Hanseatic towns decreed that the headquarters of the Novgorod office be transferred to Lubeck. In 1299 the right to carry a seal was withdrawn from the Gotlandic cooperative. This was, naturally, the end of the cooperative. Subsequently, the economic supremacy of the Hanseatic League was being steadily consolidated. Whenever difficulties arose, the Hanseatic towns were able to gain the upper hand by joint action. Even if, from time to time, feudal powers attempted to invade the structure of the alliance: neither lord nor king was able to consolidate any hold over the economic powers of the towns.



3. Arrival



Start

When you have followed the advice in our computer handbook about how to start a program and have actually started The Patrician, the famous Lubeck Holstentor will appear on your screen. It is a symbol of the power and vast influence of the Hanseatic League and, built in the 15th century at the Trave river crossing, served not only as a showpiece but its function was also to protect the river crossing.

Regular Game

A signpost appearing in the lower right-hand corner gives you two possibilities to start a game and a third to restore a saved game. Do you consider yourself to be a born merchant, happy to take any risk and shrewd enough to face unexpected difficulties making spon-

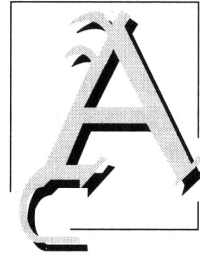
aneous and flexible decisions? Then you had better point the mouse cursor onto the "start" sign and press the left mouse button.

Simplified starting conditions

If you do not quite feel up to the fierce competition and numerous hazards but would like to get to know the markets in peace and quiet first, click onto "practice" and spend the time remaining to the first Hanseatic League Meeting practicing.

Sex

When you have chosen "start" or "practice" a canvas is lowered in front of the Holstentor picture. Type your name using the keyboard of your computer and press "return". Two buttons will



successful career is determined by the right attitude.

Many achievements dating from the time

when the middle classes experienced their first heyday look modern even from today's point of view. The most important included self-administration, public institutions such as hospitals and housing for the homeless, "social" house building and first beginnings of a constitutional state - even if not quite in the modern sense - instead of feudal despotism and trial by ordeal.

However, one should not get the wrong impression that life in those days could be compared with ours of today. It was much harder un-



Start 3.1

less you belonged to the privileged classes.

The ruling class in the towns was small, universal suffrage was never a subject for debate. It consisted largely of wealthy merchants. Even well-to-do artisans were refused the right to corule which caused violent rebellions in various towns.

In that period, the most important balancing power was the Catholic church. However inventive and shrewd a merchant might have been, he was always painfully conscious of the transience of his accumulated material wealth. He was as concerned about his salvation as he was about his business. This explains the numerous religious and social institutions donated by citizens in the mediaeval towns. And if the innumerable edicts and re-



Start 3.2

appear at the foot of the Holstentor saying "male" or "female". By clicking onto the appropriate one you tell the computer your sex – this is important for possible marriages you might want to enter for your own or your firm's advantage.

Family coat-of-arms

Now you have to choose a family coat-of-arms from the four on offer. A single mouse click makes the phrase coat-of-arms available" appear on the button. If it is already taken, the name of the family it belongs to will appear. If the coat-of-arms is still available you claim it as your own by clicking onto it.

Home Office

Finally, the coats-of-arms of the eight Hanseatic towns in the game are shown. A single click on one of the coats-of-arms makes the appropriate name of the town appear on the button. Another click onto the same coat-of-arms or onto the button confirms the town as your home office. Choose carefully! Every town has its own particular advantages and disadvantages as to goods production, transport systems, size of population and money reserves. For instance, at the beginning of the game, Lubeck is a rich town with highly developed crafts producing mainly harnesses and brewing beer. Lubeck also has the strategic advantage of occupying a central position—quite apart from controlling the Hanseatic land passage to Hamburg which avoids the lengthy and dange –

rous passage through the Skagerrak and Kattegat straits.

Stopping the identity selection procedure

When four player-merchants have been identified the procedure stops automatically. If you want to stop earlier press the "return" key twice in succession without typing any name on the canvas.

Starting conditions

Before you enter business life for good you have one possibility to vary the starting conditions. In a quick game you receive two ships at the beginning, a sloop and a cog. Otherwise, your fleet starts off with only one sloop.

Load the game

If you want to restore a saved game, insert the game disk unless you have installed the game on the hard disk and click onto the signpost "load". A little book with the names of the saved games appears. When you have chosen one by clicking onto it, its name appears on the slip of paper below the book. Click onto that slip to load the game.

Copy protection

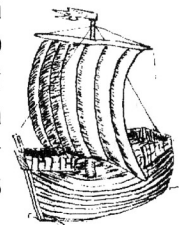
To protect us from piracy and you from going on wild-goose chases in the North Sea and the Baltic, we have incorporated a task into the program which can be solved by referring to the map supplied with The Patrician showing the trade routes of the German Hanseatic League. A

gulations are considered with which the then town councils tried to restrain the human inclination towards luxury and status symbols-even if with little success - a modern member of our affluent society might well feel more than a little embarrassed.

Life in the late middle-ages may be characterised by two slogans:

1. Live a God-fearing life.
2. Nothing is eaten straight from the oven.

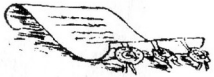
When playing The Patrician you would be well advised to consider this advice for you aim to win the game, this means to be elected Alderman. You can only achieve this if you have been mayor of your chosen home town in the game beforehand. So there is little sense in just hankering after your own material advantage, amassing as much money as



Scroll

Shipyard

possible as quickly as possible and ignoring the social interests. Assist in developing your town while you are trading. Make use of the entire range of goods on offer and don't concentrate exclusively on selling luxury items like furs, wine or pepper. It is true that these will yield the biggest profit but can have disastrous financial effects on the towns, thereby rendering them unable to function. The odd donation to the church or a feast for the general public increase your popularity and turn you into a candidate with a sound chance of being installed as mayor.



Scroll 3.4

coat-of-arms will appear on the screen. Look for this coat-of-arms on the map and type in the name of the appropriate town.

THE SCROLL

The scroll records important events in chronological order.

The picture you see now shows the scroll. It documents the passing of time and shows the everyday events as well as some politico-historical ones which are of importance to you. On this occasion you also get to know your competitors. They will – together with your co-players – make life difficult for you by doing their best to prevent your being elected mayor.

Starting move

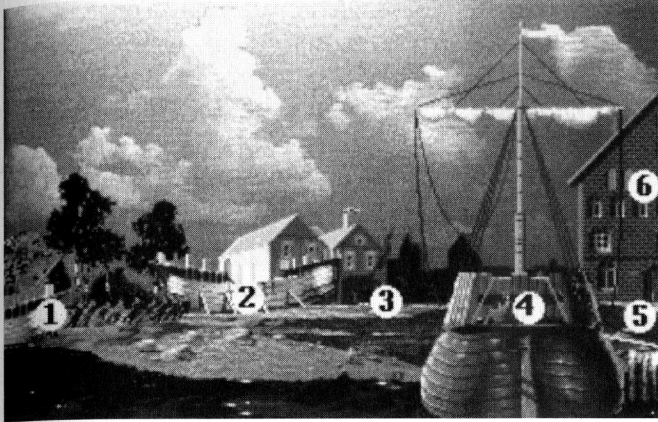
Whenever one of your ships reaches a harbor you will be called to make a move. The scroll remains and the mouse cursor appears.

The bottom message on the scroll tells you which ship has arrived where. By pressing any key you announce your readiness.

THE SHIPYARD

Name of the ship

When a ship first appears it must of course be named. When the scroll disappears you see the picture showing the stern view of your new sailing ship. Enter the desired name by typing it on the keyboard of your computer and press "return". You now see the shipyard, one of those ship



- 1 Repair
- 2 New construction
- 3 Wrecking
- 4 Ship's name
- 5 Inspection
- 6 Armory

construction yards typical for the late middle-ages. In a shipyard, Ships are not only built.

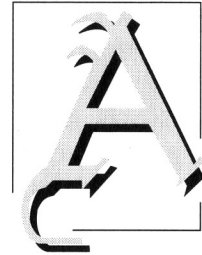
To change the name of the ship

To the right in the foreground a ship is moored at the quayside where smaller repair jobs are done. A painter is sitting on a board fixed onto the stern. Click onto him if you want to change

the name of the ship.

Inspection

The man boarding the ship over a gangplank is an expert. If you click onto him with the mouse he will give you a report on the condition of your ship. After several journeys across the often stormy sea the seaworthiness of the sailing ships will suffer; in a storm this can have



At the beginning of the game there is the naturalisation process.

During the middle-ages it was no easy

enterprise to become established as a merchant in a rich town. Once written correspondence and book-keeping became established practices in business life, education became mandatory, at least in the basic subjects, such as reading, writing and arithmetics. This led to the establishment of local schools as early as the 14th century which undermined the education monopoly of the Church. School was followed by a commercial apprenticeship of several years' duration which had to be done in an office elsewhere.



However, this was not all. Last but not least, you also needed a certain amount of luck unless you wished to spend the rest of your life in some foreign office as a copy clerk cooped up in tiny rooms with your fellow sufferers.

Unless the fully educated and quite experienced commercial clerk was able to take over the family firm, he was left with only one other alternative, to marry into another enterprise: either he attached himself to the daughter of the house, or else he attempted to sidle up to the widow of his deceased master.



Shipyards 3.6

serious consequences—the ship can even become a total write-off. You are advised to have the condition of your ships checked regularly! You can normally rely on the expert's judgment. Yet, some members of this trade might possibly be inclined to exaggerate a little in order to secure a repair order for their own shipyard, but these are only rumors.

Repair work

If repair work can no longer be postponed, click onto the stern of the ship just being hauled on land in the left corner of the picture. The master shipbuilder will make you an offer which you accept by clicking onto the area above the dotted line on the repair order. Should you feel that his price is too high, press the right mouse button and try

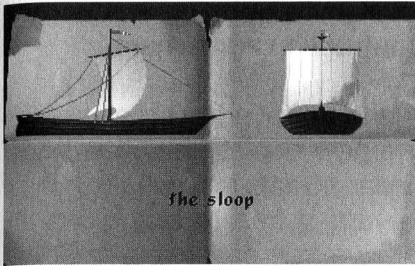
again. When you have given the repair order, the approximate duration of the repair is filled in at the bottom of the form. Now you will find out whether you were sensible to push the price down to a minimum. If the loading capacity has decreased when your ship leaves the shipyard you have waited too long before having it repaired. The ship's carpenter was forced to build in additional supporting beams to restore the seaworthiness of your neglected old tub.

New construction

In the middle of the picture there is a ship on the stocks. Click onto it if you want to place an order for a new ship.

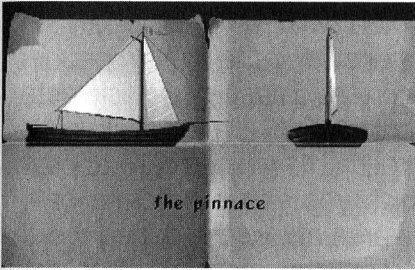
You can choose between four types:

Shipyard



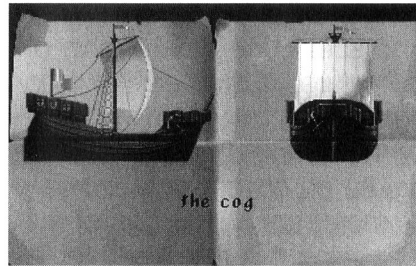
the sloop

– The sloop is a good value for money sailing ship which only requires a small crew.



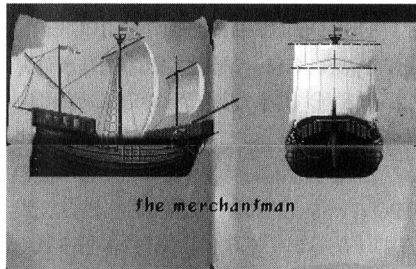
the pinnace

– the pinnace is a little smaller but very fast. It is especially suitable for valuable cargo which has to be transported over long distances.



the cog

– the cog is the standard type of ship of the times. It was thanks to this ship that the Hanseatic towns experienced their boom and their position of supremacy in the northern European area which lasted for centuries.



the merchantman

– the merchantman, a slow mass cargo freighter with a

T

he shipyard is not just for building ships. The extent of the dependence on shipping of the Hanseatic League's development

may be demonstrated most clearly by the fact that the numerous town seals of the time showed pictures of a cog. Without the ships as means of transport for mass goods, long-distance trade in the middle-ages would hardly have taken such an upturn, because the alternative, i.e. transporting the goods with horse - or oxen - drawn carriages on the largely unmetalled roads which were frequently infested with highwaymen and marauders was laborious as well as dangerous. Although it may be assumed that there was a shipyard - or wharf - in every sizeable



Shipyard 3.7

harbour town and during the heyday of the Hanseatic League several hundred ships would have been sailing on the North Sea and Baltic Sea, there was - apart from the cogs on the seals - no concrete indication for a long time of how these ships had really been built. Not until 1962, were the well preserved wreck of a cog and numerous tools discovered in the sludge of the Weser river near Bremen during an excavation. This find has so far remained the only known example of a sizeable seagoing vessel of the late middleages. It is assumed to have been washed off the slipway by a spring tide and sunk before it was finished. Little is known either about the shipbuilding sites and the technique of the shipbuilders. At least, some conclusions can be drawn from surviving documents and

Shipyards 3.8

strongly bent bow, represents, so to speak, the type of ship of the future. Equipped at the beginning of the game with just one mast and smaller than the cog, its cargo capacity increases more rapidly than that of the other ships. It is eventually to be developed into a three-master and exceeds the cog in size.

The cargo capacity of the ships is - as usual at the time - given in burden. One burden equals approximately two tons.

In principle, you can have ships built in every town.

Naturally, the necessary materials must be available in sufficient quantities, and your active ship must have the necessary capital available.

Construction plan/ construction agreement

When you have placed an order for a new ship to be built, a seal appears. It tells you whether the shipyard is free or else when it will have free capacities. A table shows you the data on "construction", "type" and "plan".

If you click onto the column "plan" in the line of your chosen type of ship, you will be presented with a drawing of the ship including the most important technical data. If you click onto "construction" a construction agreement will normally appear which you sign by clicking onto the area above the dotted line. It is, however, possible that the ship cannot be built. If this is the case, a list of the missing shipbuilding items will appear instead of the agreement.

Yet, there is no reason to

Shipyards

despair. You can get the necessary materials with your other ships and sell them or simply wait until one of your co-players arrives with the necessary items in order to then snatch the new construction from under his nose. This is one way to make friends.

There is only one thing you cannot provide: free slipways. If the capacity of the shipyard is exhausted no orders can be accepted.

Your building project must wait until a ship has been launched in the town in question or else have your ship built elsewhere.

When you click on the seal onto the type of ship directly, the plan followed by either the construction agreement or the list of missing items will appear.

Scrapping ships

You cannot only have ships built but also have them scrapped in the shipyard. Click onto the wooden stocks in the shipyard. The material value of your ship will be credited to your account in your home office.

The brick building on the right at the back of the picture is an armory. You can only use it in your home office in order to store ships weapons.

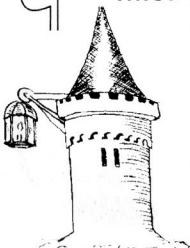
Leaving a picture

With the right mouse button you leave the shipyard and return to the harbor. This is the center of business life: movement of goods, financial deals and personnel policy are conducted here.

contemporary drawings. The wharf area sloped gently down to the sea in order to facilitate launching. It also had sufficient space for storing the building materials as well as for numerous buildings, ranging from the shacks occupied by the shipbuilders to the towrope makers' (Reeperbahn) places for the manufacturing of towropes. The master shipbuilder employed numerous journeymen and apprentices when building a new ship. A number of additional artisans were employed as well, who hacked wood, sawed, made the rigging, and boiled pitch and tar. The latter were usually paid off the end of each individual work process. The profession of a shipbuilder was an "office" (officium), i.e. an office in the service of the town. In order to gain this status he had to pass through an apprenticeship lasting many years



and - contrary to the rest of the artisans' trades - obtain citizenship in the town. The step from the employed journeyman to a master was reserved for those who could afford their tools, shipbuilding timber and a place on a shipyard. Therefore, it may be assumed that the majority of shipbuilders remained pay-dependent labourers. Most of the dependent artisans belonged, like the day labourers, the servants and maids, to the lower social classes. Although all of them were inhabitants of the town, they were no citizens, in other words, in reality they had no political influence. These people's standard of living was extremely meagre. Most of them could not even afford their own roof over their heads and lived in rented shacks and cellars, at a rent which used up most of their income.



Office 3.10

THE OFFICE

Point the mouse cursor onto the lower half of the office and press the left mouse button. The office is the merchant's "head-quarters"

Items in the office

You are in your office. A document on the wall shows a list of all the towns in which you have debts and a map of the North Sea and Baltic area.

On your desk there are a little book and a big book, a pitcher with writing quills and a quiver for documents.

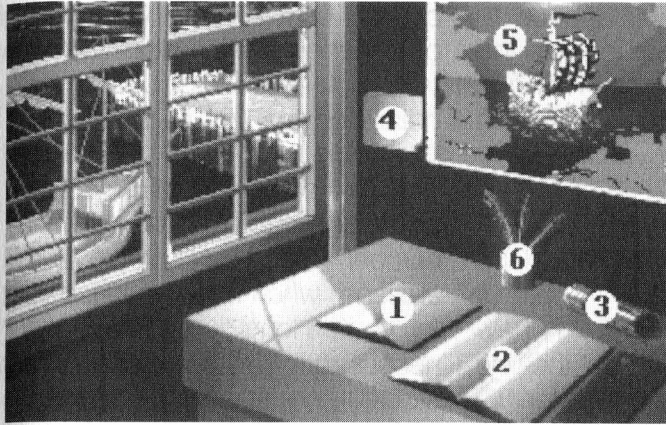
You can look at any one of these items by clicking onto them.

The little book

The little book contains your firm's inventory. To start with, it always shows the page specifying the data of your active ship.

In order to have money transferred from the ship to your office you click onto the line "money". The words "money into the office" appear at the bottom of the page. Now you can type in the sum either by using your keyboard or by clicking onto the relevant beads of the abacus standing next to the book. Then press "return" or click onto the bead with the "+" symbol. However, you can only do this when you are in your home office.

You can dismiss crew members in every port. Click onto the line "crew" and follow the same procedure as described for the money transfer. You can turn the



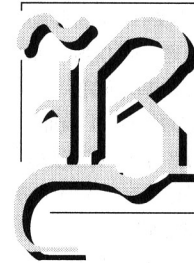
- 1 The little book
- 2 The big book
- 3 Information on the town
- 4 List of debts
- 5 To send ships
- 6 Options

pages in the book by clicking onto the dog-eared upper corners

Further back in your book you find a list of your ships. The figure to the left of the ship's type tells you the cargo capacity of the ship in question in units of "burden". The abbreviated name of the town where the ship is anchored is also shown. By turning the pages towards the beginning of your book, you will be informed on the capacities of

your warehouses in the town where your active ship is anchored at the moment. You are also told how much storage space you have rented. You can have goods stored any time but as soon as the quantity exceeds the capacities of your warehouses you will be billed for the excess quantity. The rent is automatically deducted from a ship's stock of money when it enters the relevant harbor. As production of certain goods is

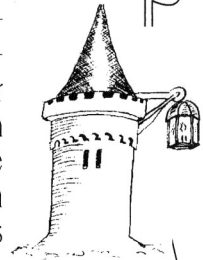
The progress of the towns would, however, probably not have been possible without those people. Their work force was practically indispensable, whether it was a matter of loading the goods, building houses or ships, defending the town or fighting fires.



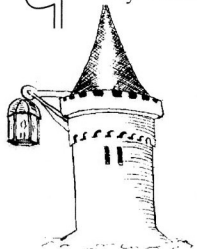
Business life is centred in the harbour

Halfleft on our harbour picture you see one of those typical red

brick houses which still characterise many historical town centres of the German Hanseatic League's member towns in the North German basin. This is the office building which includes a merchant's living quarters



as well as his offices. The massive stepped gable, useless from a practical point of view and just there to embellish the front, demonstrates the rich Hanseatic merchants' need for representation and their pride which made them do their utmost to equal the nobility. As clearly recognisable from the attic windows, the upper floors consist of storage rooms. The goods are pulled up or lowered along the outside wall by means of a pulley fixed above the upper attic window. The middle building, too, is to a certain extent characteristic of a mediaeval town. Neither compulsory norms nor written building blueprints existed. Thus, the design of a house depended largely either on the architect's whim or else on the master builder's skills which were passed on in the best oral tradition from



Office 3.12

seasonal it is advantageous to own warehouses at least in the most important towns. This enables you to stock up with certain goods in advance.

Warehouse construction

If you decide to invest in new warehouses, click onto the line "new construction". An offer will appear with the building price per burden. If you accept it indicate how much storage capacity you want on the abacus or by using the keyboard of your computer, then confirm the figure by clicking onto the "+" bead or pressing the "return" key. Building work will start immediately – at least in most towns, and the money for the new warehouses will be directly debited to your stock of money in your home office. You can only check on the

capital usable in your home office when a ship enters port in your home town. You find the details on the first page of your little book.

The first page also informs you of your marriage status, the number of your employees, artisans who work exclusively for you as long as you have the necessary raw materials in stock.

To leave the little book

To close the little book press the right mouse button or click onto the letter "E" on the abacus.

The big book

The big book is for the actual trade. The first two pages are reserved for transfers between town and ship, the next two

pages for those between town and warehouse.

Buying and selling

"Purchase" and "Sale" are in the lower left-hand corner of the page. You toggle between the two by clicking onto them. The price of the goods changes accordingly; something you ought to watch out for when comparing prices!

You choose the goods with the mouse. When you click onto a line it appears in italics. Now you can enter the quantity you want to buy or sell on the abacus or on the keyboard of your computer.

In the case of "purchase" the maximum quantity you can buy with the money available on your active ship is shown in the lower right-hand corner behind the abbreviation "max". In the case

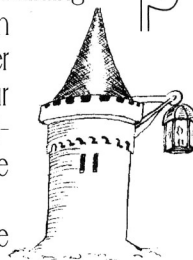
of a sale the quantity the town is prepared to buy from you appears there. A small model of a ship stands above the abacus. The figure which in the "Purchase" mode appears next to it indicates the cargo capacity of your ship in burden. Should you buy more than your ship will hold, the excess will be stored in the warehouse.

When loading your ship you should take into account that the sea will be treating your sailing ship the rougher the more cargo it has to carry.

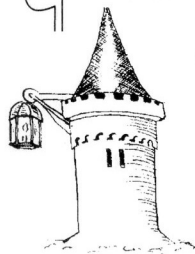
Your purse is shown below the abacus. The figure on it shows you the capital on board your active ship. You close the big book with the right mouse button or by clicking onto the "E" symbol on the abacus.

one generation to the next. It was only when the welfare of the community was at stake - e.g. when fire protection laws were infringed- that those in charge intervened. Therefore, when a houseowner decided that his property had become too small for him he just had the house topped with another floor, nevermind about statics or architectural style. In this way, top floors were often overhanging as their area was bigger than that of the floor below. Consequently, many a narrow alley-way between such enlarged town houses never saw any sunlight at all.

The lower part of the building consists of the harbour inn where you can, among other things, hire crew for your ships. The moneylender resides on the upper floor of the timber-framed house. The gateway between the



two houses mentioned earlier leads to the armourer. Here you can equip your ships with various kinds of shooting and catapulting apparatus later on in the game and buy hand weapons with which you can arm your defence forces or assist any other town in dire straits. The lane to the right of the inn takes you to the market square. The magnificent building is the guildhall. Every town has a guild. To enhance your solid reputation as a merchant you would be well advised to aim for membership of as many guilds as possible - even if joining a guild is not exactly cheap. But first of all you must achieve a good standing and - not that unimportant - amass some money by successful trading.



Office 3.14

ware	town	ship	price	28
corn	686	Ø	64	1 2 - 3
meat	85	Ø	83	4 - 5 6
fish	168	Ø	72	7 8 - 9
ale	38	Ø	94	Ø ← +
honey	75	Ø	187	→ - €
cloth	29	Ø	256	
crockery	29	Ø	245	
wood	271	Ø	45	
wine	1	Ø	1826	
buy:		Max		36
	-1-		-2-	

Information on the town

The brass quiver in the upper right-hand corner of your desk contains a seal which provides you with the following information about the conditions prevalent in the town: Number of inhabitants, tax levels and economic strength. In Hanseatic towns the mayor's name is given, too. Your own name ought to appear there as fast as possible in your own home town.

List of debts

The document hanging on the wall to the left of the map lists the names of the towns in which you have debts, followed by the total sum of the debts. If a figure appears in red print it is high time the debt was cleared.

To send out ships

The end of a move is marked by the sending out of a ship or a convoy. They can head for any coastal town shown on the map by clicking onto the appropriate name with the mouse.

Your next move comes only when one of your ships has reached port. The map can be scrolled to the right or the left when you move the cursor to either the right or the left of the screen.

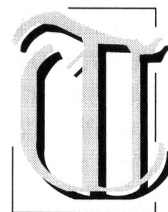
Options

When you start noticing dark rings under the eyes of your fellow players or you yourself get to the stage that you cannot keep your eyes open any longer despite having consumed several liters of coffee – we would ask you not to consider any

other methods, e.g. match sticks to prop up your eyelids, for health reasons – then the time has come to interrupt the current game and to save it. Click onto the pitcher with the quills on the desk. A seal with several options will appear. If you want to save the current state of the game, choose the "save" option. To change the name of the game click onto the slip of paper below the book. Type in the name and confirm by pressing "return". The current game is saved by clicking onto "save".

At the beginning of the game every date includes the historical name of the month. If you prefer the modern names you can change this on the line "name of the month: old/new".

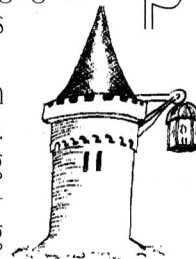
The line "short/normal/long status report" adjusts the length of time during which messages are blended in which point out



he office is the merchant's "head-quarters"

The typical career of a mediaeval long-distance merchant was approximately as follows: At the age of six he started his education in an ecclesiastical or town school. The compulsory subjects were reading, writing, arithmetic as well as Latin and hymn singing, for it is said so aptly: non scholae sed vitae discimus. Once the lad was sufficiently prepared for his future life by disciplined cramming, pious chanting and painful flogging he began his merchant's apprenticeship.

In some cases this began at the tender age of twelve. At this stage, the budding merchant often found himself falling out of the frying



THE BANK

Credits

At the beginning of a game you are the owner of a modest firm. To stock up your capital you should therefore not be reluctant to avail yourself of the services of the moneylender on the upper floor of the middle house near the harbor. His services are listed on a board on the wall of his office: you can obtain, repay and – later – give credits. Click onto the service you are interested in.

If you wish to obtain credits, one or several partners who can lend you money will be named. The majority of those will be upstart artisans who wish to increase their wealth in this unholy way. In Hanseatic towns you can also borrow money from local merchants including from one of your fellow players.

Once you have made your choice by clicking onto or typing the number to the left of the potential partner an offer will be made to you. Don't be disappointed if you don't feel it's very favorable to you or if you are simply refused the credit. As you haven't as yet gained any reputation whatsoever you cannot blame anyone for not wishing to throw his money out of the window. Try to obtain more favorable conditions by repeatedly refusing the offer (press the right mouse button).

However: don't be too stingy, or else you might lose the last little bit of credibility others are willing to afford you, and the interest rate will rise to infinity.

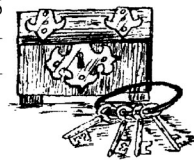
If you want to accept an offer, enter the desired sum on the keyboard of the abacus next to the promissory note, then press "return" or click onto the "+" symbol.

kicked the bucket in the course of these events.

For the lucky survivors the period of apprenticeship was followed by a time of travelling.

While the master spent his time in his home office, planning his enterprises, counting his money or exercising his political mandate in the town council, the journeyman accompanied the goods and did business in foreign parts on behalf of his master. Eventually, the merchant joined his fathers' firm or that of his father-in-law - always assuming a favourable marriage - in order to take it over at some time in the future.

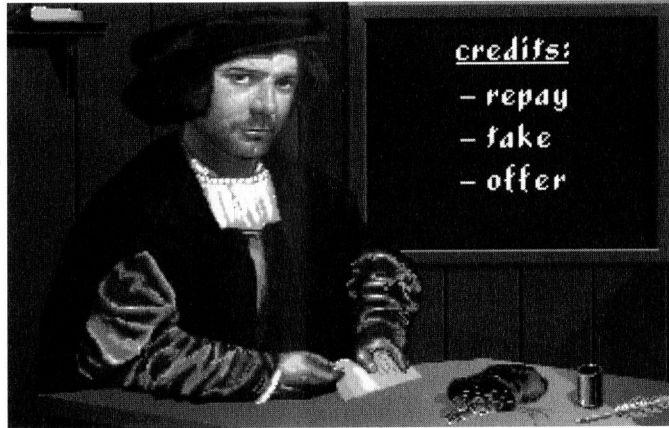
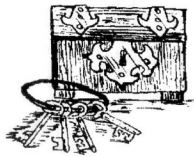
Then it would be up to him to make plans, to count his money and to send his ships to the various subsidiary business establishments.



The merchant's house, as ostentatious as appeared on the exterior thanks to the protruding stepped gable, boasted of a rather mediocre comfort. On the whole there was only one single source of heat, a fireplace or tiled stove with the living and sleeping quarters arranged around it.

Domestic life centred around the parlour, a modestly furnished but at least well heated room where the people living in the house met for meals, received visitors and entertained. The lofts of the merchants' houses usually served as storage-places for the goods. The sanitary facilities were to be found in the backyard.

Glass windowpanes existed only rarely. As a rule, the windows were covered with either oiled paper or pigs' bladders.



You should not wait too long before repaying a debt. Firstly, to keep the interest charged on the credit sum as low as possible and, secondly, in order not to exceed the repayment period. If that happens, your creditor will get the money directly out of your office. If there isn't enough there to cover the sum owed, a ship will be impounded even if the credit owed is worth very much less than your ship.

Repayment of debts

You can repay any debts at any time with the money on your active ship, but only in the town where you obtained that credit. The chronology corresponds to that of the obtaining of the credit. Your promissory notes are shown to you in chronological order and you simply enter the amount you wish to repay.

Credit offer

If one of your fellow players ask you to give him a credit, you must specify the conditions which apply to the credit, i.e. the amount, the interest rate and the repayment period. The money will be deducted from the capital in your home office.

Some towns are in need of an injection of finances if they have fallen on hard financial times. However, they will specify the conditions which apply to such credits. If you wish to extend a credit to a town the amount will be deducted from the capital on your active ship.

Repayment is effected automatically at the end of the repayment period and credited to your home office.

As to money in your home office: if you don't show up at home for a long period of time you shouldn't be surprised when

you are meantime told on the scroll that somebody has forced a credit onto you. This can actually happen if you get too deeply into the red after deduction of the monthly taxes. The interest rate for such a credit you never volunteered for generally is ... well, you can imagine how much.

By the way, the account is automatically balanced whenever a ship leaves the home port. So it can happen that your ship will be prevented from leaving because your ship's account is in the red. No problem: your friendly money-lender is awaiting you.

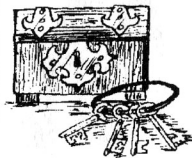
Finally, a free tip: always think carefully about just how much money you need before visiting the money-lender; he may be friendly but if you turn up on his doorstep several times a day his suspicions might just be aroused



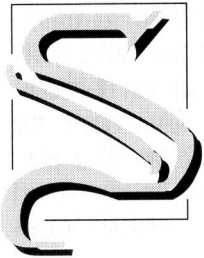
he friendly money-lender deals in credits

Although, in the course of its history, the Hanseatic League rose to become the most important trading power in the North German area, a thriving banking system such as existed, for example, in Bruges at that time, never developed in the German Hanseatic towns. This was mainly due to the fact that those citizens who possessed money were prohibited from accepting any interest for credits.

This type of business was largely left to outsiders such as rich Jewish businessmen or foreign, especially Italian, bankers; however, these groups never really thrived in Northern Germany.



Despite this prohibition, people were interested in making capital work for itself. Hence, all sorts of imaginative ways were thought up of how to circumvent this prohibition, e.g. by declaring the interest as "donations". After all, the nobility including the emperor himself depended on the money of the citizens.



ailors love the inn

As, during the 14th century, an increasing number of merchants settled

down, the significance of the skipper's profession increased proportionally.

He hired the crew on behalf of his shipowner and carried the sole responsibility for ship and cargo at



Harbor Inn 3.20

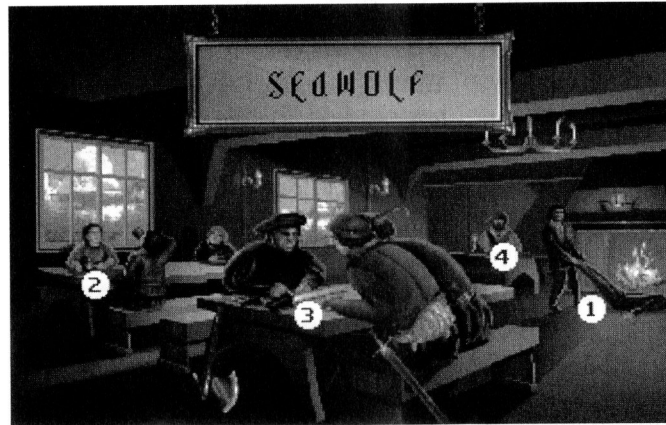
THE HARBOR INN

The sea folk loves the inn

Whether you are looking for crews to man your ships or wish to hire assistants of any kind, you will find the right people to fit the bill in the harbor inn (the lower part of the middle building).

Crew

You hire crews by clicking onto the two figures in front of the fireplace who are just helping a landsick pal. Before you do this you should, however, have had a quick look into the little book to see how many men your ship requires. The hire fee depends



- 1 crew
- 2 assistants
- 3 arms dealer
- 4 pirate

Harbor Inn

on the length of the journey and is deducted automatically from the money on board your ship.

Assistants

Among the idlers sprawling around the table on the left some will surely be found in your home town willing to produce goods for you as your assistants. Their wages will be deducted from the account of your home office. You had better keep away from the rabble hanging around the inn. The lads at the middle table deal in hand weapons and the sinister figure in the background is a pirate.

Now that you have all the necessary information to engage in successful trading there is nothing to stop your career from taking off. Use all your wit and diligence to expand your

firm, gain a respectable reputation in your home town and last, but not least, find your way into the town hall.

sea. He even concluded business for his master in the target port. The skipper was accordingly held in high esteem. Quite often he held a high political office in town. Some skippers even belonged to the upper class of patricians.

The crews fared substantially worse. The expression "schipkin-dere", that means ship's children which was still generally used in the 15th century, indicates a patriarchal relationship between the ship's skipper and its crew.

The skipper was supposed to consult with his crew in difficult situations. However, the bigger the ships grew the more differentiated the sailor's profession became.

The crews' status became ever more similar to that of the pay-dependent labourer whilst the skipper advanced to become the man totally in



charge who had to be obeyed at all times.

Naturally, this development engendered frequent rebellions and desertions. Because of this, the Hanseatic League Meeting of 1418 decreed new laws to the effect that anybody who left his ship in an emergency situation be severely punished.



4. Getting on



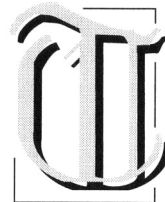
The store

Once you have accumulated a certain amount of capital you will surely no longer be satisfied with only buying one ship cargo's worth of goods. When the supply is plentiful and the prices low you can stock up on provisions in order to sell them at a profit at a later date.

THE STORE

We explained earlier how you can buy goods and put them directly into storage. To load them into the ship or unload goods from the ship into storage click on the upper floor of the office in the harbor.

The warehouse is on the right,



The Store is part of the Office

Travelers of the day must always have been as impressed by the imposing

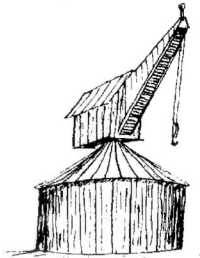
picture a rich Hanseatic town presented during the middle-ages as we are when we see the skyline of Manhattan. In any case, the contemporary accounts preserved from those days describe the magnificence of those towns and their inhabitants in an almost exaggeratedly effuse way. The scene was determined by the bourgeois house with its ornamental front and the massive stepped gable which came in numerous variations. This kind of house is presumed to have developed from the low German farmhouse. This conclusion may be drawn



The Store 4.1

when similarities of construction are considered, like the grand entrance, the high saddle roof and the central hallway stretching over the entire ground floor. Originally, this central hallway was the only room. Houses with several floors started being built in the 14th century when brick-laying became fashionable.

The hallway was divided into living, sleeping and working quarters while the upper floors were converted into lofts. Pulleys were fixed above the attic window at the front of the house with which goods were pulled up or lowered. Public storage buildings also existed. They served to store food in order to provide for the townsfolk in an emergency, e.g. during a siege.



The Store 4.2

the ship in the middle and a board on the left with "on board ship" or "warehouse". You can move between the two by clicking on them.

The goods are stored in the respective storage place as icons. When the status of the storage is shown the figure on the ship indicates the free cargo capacity.

You click on one of those icons to load or unload. The familiar abacus appears which you use to specify the quantity you want moved. Naturally, you can type the figure on the keyboard as well.

If you have a bigger assortment of goods stored than fits onto the board, the last icon is an arrow followed by a number which tells you how many more goods there are. Click on the

arrow to see them. The store is not only significant for the goods: in your home town you can hire assistants who will produce commercial goods from the stored raw materials, such as, e.g., cloth from wool, harnesses from pig iron and leather, or beer from grain.

In addition, your stocks will be used at celebrations and, naturally, at your wedding. And you would be well advised not to disappoint the invited guests.

The Wedding

THE WEDDING

The marriage broker

Once you have decided you've had enough of a dull bachelor's life, take your life into your hands and see the marriage broker.



You will come across him sometimes on the quayside. He will show you a portrait of the bride or the bridegroom and tell you who he or she is and what profession he or she and his or

her parents belong to; the dowry is adjusted accordingly.

If your heart is now on fire, independent of whether ignited by the portrait or the prospect of a sizable dowry, click on "yes" again and the deal is done; you

are requested to fix a wedding date.

The

he Wedding is part of the Business

At the end of your move, i.e. when your ship leaves port, you may happen to come across a somewhat peculiar but all in all quite good-natured man on the quayside. His services are on offer for a small fee. Don't be deceived by his looks, he is absolutely trustworthy. This is actually the marriage-broker and he can arrange a marriage for you which might be useful to you in many respects. For starters, you are not held in very high esteem within the circle of the bourgeoisie until you have a family. Secondly, you can be sure that you will be remembered much better in the future when you have hosted a lavish wedding feast and



provided your guests with plenty of food and drink. And there is, of course, also the dowry brought into the marriage by your bride or bridegroom...

Worldly calculations regarding such matters as declared "holy" by the almighty Church were in the middle-ages by no means an exception with the wealthy classes but rather the norm. Maybe the reason why people in this day and age find it so difficult to think themselves into the medieval world lies in the conflicting nature of the pictures handed down to us: On the one hand, the people of the day were squeezed into a straight jacket of religious regulations and edicts which even included detailed rules on type of clothing to be worn, and on the other hand, those very same people were perfectly capable of being incredibly pragmatic



The wedding date

A document now gives you a very close date which you can postpone by up to 45 days by clicking on "more" or "less". Click on "correct" to confirm the date.

Give yourself enough time to prepare for the feast properly, that means make sure there will be sufficient quantities of food and drink. Not everything will be available locally.

Wedding Place

Once the date has been fixed the next question concerns the place of the wedding. You can celebrate either in your home office or in the town where the marriage broker made you the offer. If they coincide the place is already fixed.

Organizational Matters

Now it's a matter of organizing the celebration: do you want to invite many guests or just a few, do you want to hire any jesters or will it be a religious event? The amount of food you have to provide will, of course, depend on the effort you wish to make.

When this has been sorted out the game continues as usual. You now have an opportunity to get all the necessary things organized for your wedding. Your dowry arrives shortly before the date and when the big day comes you will experience a rousing feast. A banner tells you how the invited guests are gradually arriving. There will no doubt be some gatecrashers among them, for the news of the wedding of a rich merchant gets around fast. In the foreground the delicacies you are offering to

The Wedding

your guests are spread out. The music starts, the evening shadows lengthen and you realize how fast your provisions are diminishing.

Criticism follows the feast. If it was a "beautiful celebration" you can relax. No commentary at all means you should start worrying about your reputation; "many suffer from hunger and thirst", and you can be sure that, socially speaking, you are out of the running for a while. And if you want to make sure of your chances at the forthcoming mayor's election you should now be taking measures to restore your reputation.

The Marketplace

THE MARKET PLACE

Popular opinion

Click on the group to the left next to the church and you will be told how popular you are with the people. The people's opinion is important to you in your home town for two reasons: You can estimate your chances of winning or losing the next mayor's election; and once you are installed in that office you find out whether your popularity as a politician is equal to that of your opponents, thus giving you a chance to rise to become Alderman at the next Hanseatic League meeting. By the way, the elections for mayor and alderman take place every two years.

You should not despair if you are dissatisfied with the people's verdict. In addition to your busy trading activities you have other

in dealing with their everyday problems without ever sensing any contradiction in all this. This utilitarian thinking became more widespread with the development of long-distance trading during the 13th century, and soon involved all walks of life. This phenomenon reached a peak with the selling of indulgences, in other words, the idea that you could buy your deliverance from sins. It is more than a little ironic that this practice initiated by the bourgeoisie gave the very incentive for the Lutheran reformation which eventually caused the Church to be divested of its power and assisted in the rise of the modern bourgeois state.





he market square is the social center of the town

The centrally situated market square was naturally at the center of public life

in most German towns during the middle-ages.

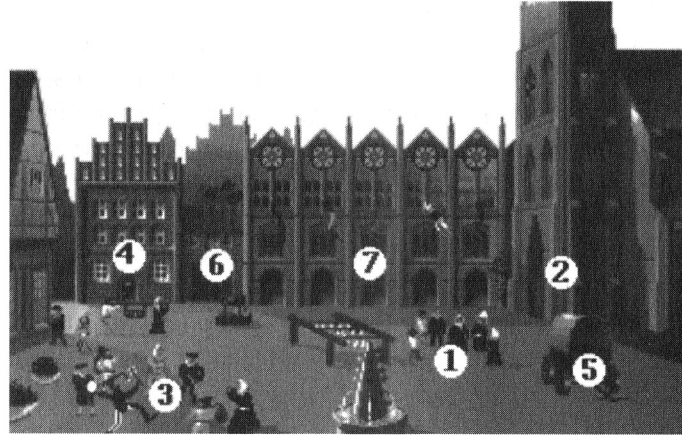
It was here where, on market days, the smaller merchants, like the grocers, artisans and peasants, erected their booths and stalls, where the itinerant entertainers and actors found their audiences. The strict arm of the law was also in evidence, for sentence was quite frequently passed in public. Although the towns, as a rule, "grew" historically,

their concept nevertheless follows a certain rational pattern: The market square was framed by the most important buildings of



possibilities of improving your reputation. For example by making donations.

Click on it if you want to make a donation for the church construction. You are shown a



- 1 popular opinion
- 2 church
- 3 feast
- 4 bath house
- 5 carriage
- 6 town scribe
- 7 town hall

The Donation

You enter the church by clicking on the church portal. At the very entrance you meet a pious brother from whom you can buy indulgence from your sins.

To his right you see the offertory box in the shape of a church.

donation letter into which you should really enter a decent amount of money to make it worthwhile either using the abacus or the keyboard of your computer.

A beggar is sitting to the right of the pillar, he is one of those pitiable figures who turn up in great numbers in poor towns. He is grateful for any donation.

The Feast

In the market square you can organize a public feast any time in order to gain popularity with the voters. Click on the jester in the foreground on the left.

The procedure is identical to that of the wedding – but the quantities of food and drink available in your warehouse should be bigger to ensure a great success.

The Bath house

If you are worried about failing yet again with the date of the next elections approaching you shouldn't despair.

There is another – not entirely legal – way to make the jump to the mayor's office: via the bath house.

If you are unscrupulous enough to dare to enter that place and enjoy a joint bath with one of the very professional (male or female) attendants, it might just happen that you ...

But you should find that out for yourself as it shouldn't be the task of this text to incite you to illegal actions.

The Carriage

Let us rather return to honest work. By clicking on the carriage in the market square in either Lubeck or Hamburg you can send goods via the Hanseatic land passage between the two towns which will save you a lot of time.

The procedure is the same as the storage procedure; you can load goods onto the carriages directly from the warehouse or your ship. The costs of the land

the town, the town hall and the church, as well as by the living and office quarters of the wealthiest merchants. Broad roadways led outwards from the market square to the city gates in a star shaped fashion. They in turn were framed by more merchants' houses. Smaller streets and lanes branched off the main roadways. These led to the districts inhabited by grocers and artisans. The necessity to separate the industrial areas from the residential areas was recognized very early on. For example, the smithies and armories were installed at the town's edge or even outside the walls in order to forestall the possibility of a conflagration caused by flying sparks. In the same way, trades causing vile smells such as the tanneries were relegated to certain areas at the town's edge. Various



important buildings are grouped around the market square in our picture:

To the right there is the church which is always open to you - especially if you wish to make a donation. Towards the center you see the magnificent front of the town hall. To its left there is a little annex housing the town scribe. In the background you recognize the stepped gable of the guildhall. The bath house is right next to it, a kind of antithesis to the church. But more of that later for presumably you have no wish to ruin the reputation you possibly gained previously by a happy but expensive marriage.

passage transport are deducted from the capital on your active ship.

On arrival at their destination the goods are immediately put into the warehouse.

The Town Scribe

By clicking on the little annex between town hall and bath house you can have the status of the game and an overview of your personal situation printed out on your computer's printer.

To leave the market square

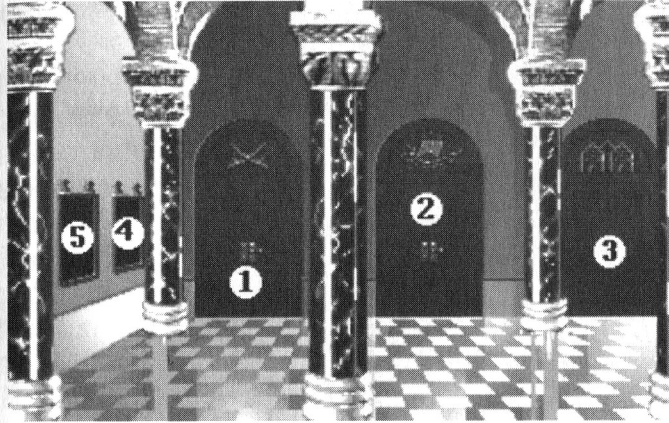
By clicking on the lane to the left of the bath house or by pressing the right mouse button you return to the harbor.

THE TOWN HALL

By clicking on the town hall you enter the lobby. Along the far wall you see three doors with the symbols for defense policy, naval policy and relocation.

Two boards are hanging from the side wall. Click on the front one to find out the dates of the next elections. Click on the one behind to organize a guard ship.

The doors will only open for you in your home town and, moreover, only the door with the house icon above the lintel, at least to start with. The relocation office is hidden behind. The other options are only open to you once you have been elected mayor.



- 1 military matters
- 2 fleet policy
- 3 relocation
- 4 guard ship(s)
- 5 election dates

Relocation

Click on the door. For a small fee you can move your home office to any of the eight Hanseatic towns of the game.

THE GUILD

Joining a guild

You enter a big hall through the portal of the guildhall.

There is a beautifully ornamented door on the back wall. Click on it if you wish to join the guild. You will be told the membership fee. You can become a member as long as you have enough money on board your ship. As a

In the Town Hall public affairs are dealt with

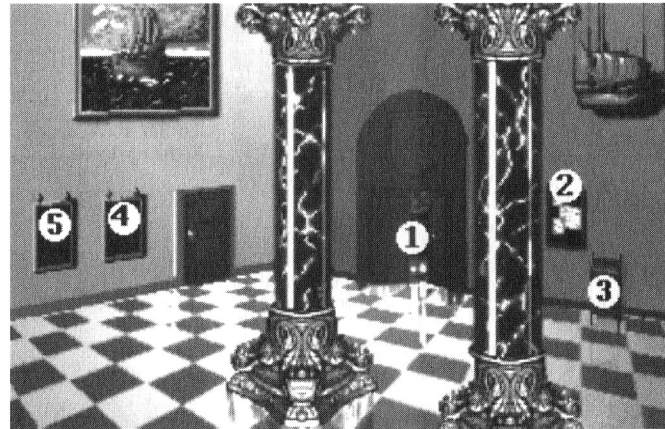
Originally, the town hall was for trade and administration. It had rooms for the

council and the court as well as for feasts and celebrations. In addition, the public weigh bridge was kept there. With the development of long-distance trade the bourgeoisie became more independent in order to eventually rise to become a third political force next to the nobility and the clergy. In the town hall international politics became ever more a major topic, and it was by

no means rare for councilors and mayors to acquire fame as generals. This increase in power partly reflected



ted in the architecture of the town halls. For example, the Lubeck town hall consisted initially (in 1220) of two simple buildings. They were later joined with cross-passages and gradually extended with several annexes. Eventually the individual buildings were joined together with a single monumental ornamental front. This building style was imitated in numerous towns on the North Sea and Baltic Sea coasts.



- 1 join a guild
- 2 sell a ship
- 3 register a convoy
- 4 join a convoy
- 5 offers

member you are given information on your competitors at this door.

To sell a ship

A black board is hanging to the right of the door. Click on this if you wish to sell a ship. Various offers are made which you can accept by clicking on them. There is an ominous "prince" among the bidders. If you ac-

cept his offer, however, you might one day have a nasty surprise as princes are apt to turn their ships into privateers which then threaten the trade routes. If you don't like any of the offers you can also put your ship up for auction and sell it to the highest bidder.

Offer

If any fellow players live in the town in which you have offered a ship for sale they will also be asked to put in a bid during your move.

They will be shown a slip of paper where they should enter the sum they are prepared to pay.

The cash available in the office is shown on the money satchel. The purchase price is deducted from that sum.

Auctions

Auctions of ships take place at regular intervals. First, you will be asked to press any key which you will be using to place your bid. Then a list of the ships to be auctioned will appear. Before a ship is called you will be given information regarding type, con-

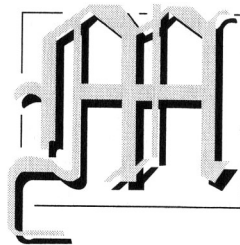
dition and cargo capacity. This is followed by the auction. The board tells you who has placed bids and for how much. The next bid appears on the announcement band.

To place a bid press your key or click on your coat-of-arms below the board with the mouse. The highest bidder gets the auctioned item. The money is deducted from the capital in the home office. If you run out of funds you will no longer be able to place any bids.

The door in the left-hand wall of the guildhall opens into the market square.

The board directly next to the door leading to the market informs you of incoming or outgoing convoys.

The other board lists warehouses to be bought or sold



embership of a Guild increases your chances in elections

In order to manifest their distinct social standing and, at the same time, maintain a certain exclusiveness, the wealthy patricians founded guilds in the important harbor towns. A sociable life developed with carnival games, May celebrations and receptions for guests. Naturally, during these gatherings the odd business deal was clinched. You should join the guild of your home town as soon as you can afford to do so. Your gain in prestige will be enormous. You have achieved



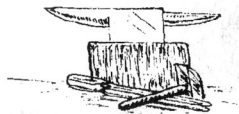
some degree of high esteem by joining the guild.

As a merchant, you are known in most towns and have achieved at least a modest degree of wealth which you will increase buying new ships or having new ones built.

However, your competitors have not been idle.

And the times bring new hazards!

At this stage it is important to maintain what you have achieved and to prepare yourself.



Smithy 4.12

which you can accept by clicking on them.

Convoys can be registered at the desk next to the black board.

By pressing the right mouse button you return to the harbor from the guildhall.

SMITHY

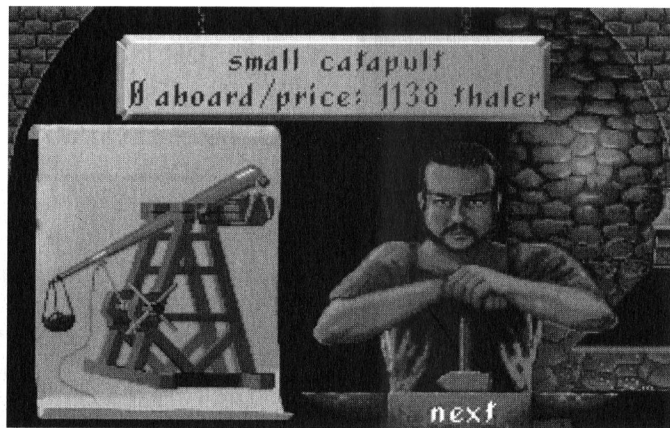
The gateway between office and inn gets you to the smithy. Here you can arm your ships and also buy hand weapons.

Drawings of various arms

Click on "next" in the lower part of the anvil to inspect the offers.

The drawings are shown one by one.

The button above the smithy shows the name of the relevant weapon, its price and the numbers already on board your ship.

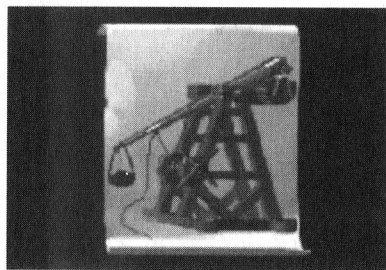


The purchase of arms

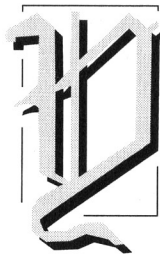
To buy one of the arms offered click on the button.

The price will be deducted from the capital on your ship. Naturally, with every weapon you buy you reduce the cargo capacity of your ship.

The following ship weapons are on offer:



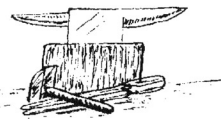
– The small catapult, a catapult with a short range which is most effective against the opponent's crew.



ou can buy weapons at the Armorer's

Even during the period of its greatest power the Hanseatic League failed to control the problem of piracy entirely. For this reason its trading ships were almost always armed, even in times of peace. The naval tactics were, naturally, always determined by the technological development. Until the 15th century, the weapons used corresponded by and large to those used on land.

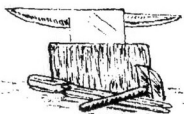
During the wars the Hanseatic League fought in the course of its history as well as in the battle against piracy the decisive role was not so much played by open sea battles but



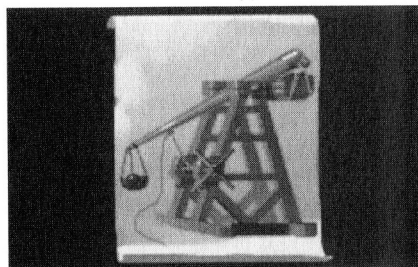
smaller skirmishes. Usually, with the ships lying side by side, these reached a climax with the man-to-man turmoil of the boarding fight. The men were armed mainly with swords, boarding hooks, battle axes, bows and crossbows.

Usually, the men fought in full armor even on the high seas. To ensure a decisive advantage in close combat, the ships were equipped in the bow and the stern with raised platforms surrounded by protective walls, the so-called bow and stern castles. Shots could then be fired onto the hostile crew from this raised position. The introduction of arms using black gunpowder was a significant step in the development of weapon technology. As early as the mid-14th century, the

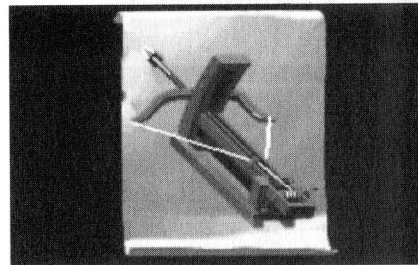
Hanseatic League also started using firearms on their ships.



Smithy 4.14

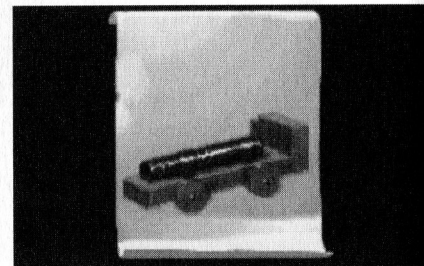


- The big catapult, similar to the small catapult but with a larger range and striking power.



- The havoc wrecker, a sort of gigantic crossbow which is capable of shooting iron-tipped arrows of the size of small tree trunks which go right through thick ship's planks. This weapon had such a devastating effect

that a ban was imposed on its use in 1139 by a papal council, although this ban was duly ignored.



- The bombard, an early precursor of the cannon, mounted firmly on its substructure, therefore without any adjustment possibilities. Ballistics was then still an unknown science.

Not all weapons are available everywhere at the start of the game. The technological development runs from West to East through the harbor towns. The prices, too, vary a great deal. Ship weapons can only be

moved from the ship to the armory – the building in the background on the right, next to the shipyard – in your home office.

THE ARMORY

When you enter the armory by clicking on it you get a list of the weapons stored there.

You move them by clicking on the number.

You can treat the hand weapons like any other goods. However, arms dealing is not really approved of by the Hanseatic League. This is why you have to rely on the shady figures at the middle table in the inn should you want to sell a shipment.

PIRATES

If you are not too worried about your reputation and your competitors get on your nerves too much you can hand an armed ship over to a pirate.

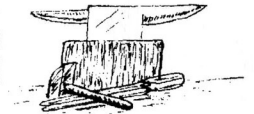
After all, you know where to find him. Out of gratitude, he will be quite happy to offer you the captured ships at very reasonable prices.

Essentially, the first ships guns were bronze barrels mounted onto wooden carriages which shot massive stone bullets and later iron bullets of a large caliber. As it was assumed that the projectiles would fly horizontally to the end of their range and then drop down, aim was taken directly along the barrel.

This way ranges of between 400 and 1000 yards were achieved.

The first firearms were not very reliable. The gun was often unusable after about 30 shots.

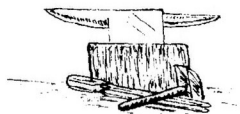
Apart from that, the complicated loading process made the succession of shots very slow. Therefore, the traditional crossbows and catapults were used long after the introduction of firearms. Gun ports were not introduced until the 1500s.



At this stage guns of varying caliber started being positioned along the ship's broadside.

This reinforcement of the artillery together with an improved maneuverability of the ships led to different tactics.

The aim was now to annihilate the hostile ships by concentrated artillery fire. The boarding fight at the end now aimed only at overpowering the survivors among the hostile troops.



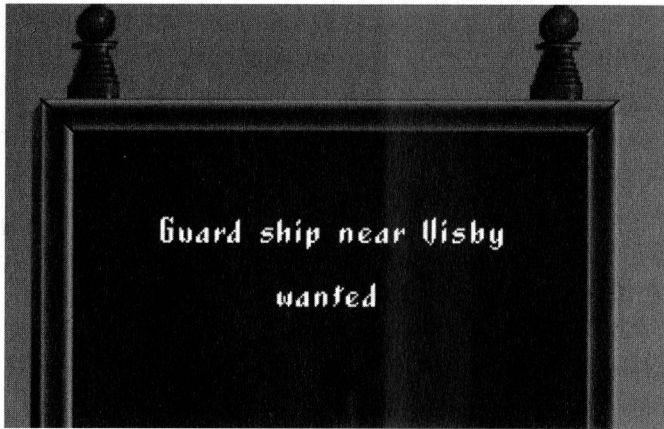
5. Proving Yourself



Guard ships

Guard ships

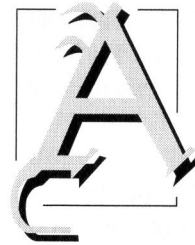
As soon as you notice the first signs of pirates you are advised to position guard ships to protect the harbors.



To convert your ship to a guard ship you must arm it. Then you go to the town hall and click onto the board at the back. If it says that a guard ship is needed a box will appear on which you

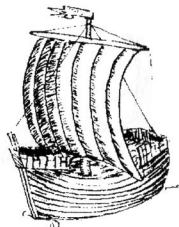
will be asked whether you wish your active ship to become a guard ship. If you click onto "yes" your ship will become a guard ship. This terminates your move. When a pirate ship attacks the town your guard ship is manned

and defends the harbor entrance. If it succeeds in beating off the attack you can count on the gratitude of the inhabitants.



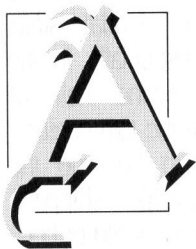
guardship protects the harbor

During the period of feudal strife, especially in the second half of the 14th and during the 15th century, piracy developed to become the scourge of Hanseatic shipping. Some members of the guild of buccaneers became famous enough to be remembered today: Goedeke Michel, for instance, or the legendary Klaus Stoertebeker. However, the magnanimous pirate who takes from the rich to give to the poor, was probably more of an exception. Pirates mainly came from the ranks of impoverished landed gentry or the decadent class of knights. Quite often they were ordered by their



Guard ships 5.1

overlords to attack the Hanseatic merchants. Naturally, the Hanseatic retaliation was not exactly soft, either.



A convoy offers protection and concentrates cargo capacity.

In the course of its history, the Hanseatic League developed various tactics to fend off attacks from its adversaries, be they jealous competitors, greedy feudal lords or lawless pirates. Some of those innovations have never lost their significance. The convoy is one of them. Right from the early days of trading across the seas, the traveling merchants were the target of numerous shady and greedy individuals. For

Convoy 5.2

To have the guard ship converted back into an ordinary ship you go to the town hall again and click onto the same board.

The name of the present guard ship appears – i.e. your ship. A box asks whether the guard ship should be dismissed.

If you say yes your ship will reappear in the harbor shortly after you have ended your move.

CONVOY

You have the option to let your ship join other people's convoys. Go to the guild and have a look at the board in the rear to find out the arrival of the next convoy. By clicking on the circle at the bottom of the board, your ship will be added to the convoy. The same procedure applies when the convoy leaves the harbor.

By pressing the right mouse button your ship will not join the convoy. By checking several times you can assess all the convoys due to arrive within seven days.

To take a ship out of the convoy give your ship a different destination from the rest of the convoy on the map or leave it lying in the roads for a day. If your ship sails with someone else's convoy, the captain of the



convoy naturally decides on the destination of the convoy and, hence, of your ship.

Setting up your own convoys

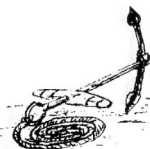
Setting up your own convoy begins with the equipment of the flagship. Take weapons on board and hire the crew. Then go to the guildhall and click onto the standing desk in the hall to register the convoy. The convoy

will be rejected if the flagship is inadequately equipped.

Otherwise you will be asked whether you wish to register a convoy. Click onto "yes" and you will be asked whether you are willing to accept other ships in your convoy.

Naturally, your popularity will be increased if you permit the ships of other merchants to join and if you defend the ships successfully against pirates. In addition, the captain of your convoy is

this reason they spontaneously joined forces in order to protect themselves. In the second half of the 14th and during the 15th century, however, the nature of this threat gradually changed. Many buccaneers now stood in the services of those feudal lords who felt the privileges of the Hanseatic League were becoming a threat to their totalitarian power. Therefore, among other measures to establish peace at sea, the towns decided to jointly equip so-called "peace ships" which were meant to protect the trade ships sailing in convoy. The individual merchant's contribution was calculated according to the cargo capacity of his ship. As a rule, the peace ships protected the Hanseatic convoys quite well from pirate attacks. Things looked quite different, however, in war times when the Hanseatic League failed in their



efforts to achieve supremacy at sea. Quite frequently, such skirmishes degenerated into brutal capturing wars during which hostile trade ships were systematically hunted. In such cases, sailing in convoy was no guarantee for adequate protection. The military hostilities during the middle-ages must have resembled chaotic robberies rather than organized military campaigns. Naval warfare, in particular, was still in its infancy. Ships built specially for war purposes did not appear until the 15th century. However, they did not belong to the Hanseatic League but to individual towns and were used to keep the peace at sea in the surrounding sea areas. The most important characteristic for the preservation of the Hanseatic naval power, therefore, turned out to be the talent for improvisation demonstrated by the citi-

Convoy 5.4

paid for every ship he accepts. Your move ends with the registration of the convoy. You convoy's captain appears in the harbor. A seal which later on also provides a list of the ships in the convoy, announces his arrival. Adding of ships to the convoy is done in the same way as described for adding other merchants' ships. Your convoy is listed on the board in the guildhall and you can enter the ships which will join the convoy.

On arrival of a convoy in a harbor the ships are called up in order. The flagship always moves first.

Dealing with a convoy

When, in addition to the flag ship, more than three ships make up a convoy they are moved as one during your move. The capital of the convoy is looked after on the flag ship, except for a small sum of 5000 Marks per ship. This means that the convoy is treated as if it were a single ship. By clicking onto the map in the office, the convoy will be sent to the destination you previously told the flagship.

To release any single ship from the convoy, you click onto the standing desk in the guildhall. A list will appear with all the ships taking part in the convoy.

Click onto the ship you want to remove and send the convoy on its journey.

The ship you removed appears in the harbor.

Convoy

It can always be added to the convoy while the latter is leaving.

It finally leaves the convoy only if you give it a different destination, or have it repaired or serviced.

Waiting

To make a ship lie in port click onto the sailing ship on the right in front of the crane on the quay wall.

The seal tells you the date when it is to move again. You can change this date by clicking onto "more" or "less".

The shortest waiting period is one day.

Disbanding a convoy

You can also send the flagship to the roads. You will then be asked whether you wish to disband the convoy. Click onto "yes" and the ships of the convoy will arrive in port one by one.

zens. Even so, the Hanseatic League managed to organize remarkably strong fleets in their wars. During the first war against Waldemar IV (in 1362) the naval force consisted of 48 units with 2240 armed fighters.

The vessels were taken from the huge trading fleet of the Hanseatic League and equipped by the towns. The soldiers were recruited from able-bodied citizens.

The contingencies to be provided by the individual towns were determined down to last man at the Hanseatic League meetings. In addition, around the end of the 14th century, the towns started to reinforce their regular armed forces by hired buccaneers. This variation on the warfare seemed to be so popular that individual wealthy citizens actually equipped capture ships and turned their hand to piracy



Convoy 5.5

themselves. To go back to the roots you might call this (see "2. Introduction"). The capturing enterprise was, however, a double-edged sword, for the pirates rarely bothered to distinguish between friend and foe. So it could happen that great material gain - which was usually divided between crew and ship owner - was offset by serious political damage which invariably went to the Hanseatic League.



Sea battle 5.6

SEA BATTLE

With the active pirate defense option on in the "options" menu, you yourself direct all the sea battles your ships are engaged in. When your ship meets a pirate ship you get the news on the scroll to start with. Press any key and the battle scene appears. You see the enemy ship across the railing of your ship. It approaches slowly until it comes within range and then fires at you with its ship's weapons. Your own weapons are in three midships positions aiming at the enemy. There are additional weapons in the hold.

The helmsman is standing to the left at the tiller, the boarding commando unit is on the right. You give your orders with the mouse. When you move the mouse cursor onto the helmsman and press the right mouse button he steers the ship away

from the enemy. Press the left mouse button and he steers towards the enemy. Every ship weapon has two servicing crew. The man standing on the left of the weapon loads the weapon and the man on the right fires. The range of a missile depends, on the one hand, on the type of weapon used and, on the other, on the fire energy adjusted by the loader depending on how much he draws the bow or tensions the lever arm or, in the case of the bombard, on the quantity of gunpowder he uses. Move the mouse cursor onto the loader and press the left mouse button. A pointer appears indicating the fire energy the loader is to use. The pointer rises as long as you keep the mouse button pressed. When you release it the loader starts loading. When he has finished and returns to his waiting position you can fire the weapon

by clicking onto the man standing to the right of the weapon. If, during a battle, a weapon is destroyed it is automatically replaced by one of the reserve weapons from the hold.

As soon as the enemy is close enough you can have his ship boarded by clicking onto the people waiting in the bow on the right. You would do well, however, to assess the relative strengths of your boarding commando and the buccaneers lurking behind the railing of the enemy ship.

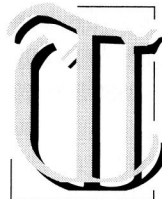
THE FLEET

When the threat of pirates becomes a serious problem, the Hanseatic League decides to set up a capture fleet. Every merchant is requested to provide a certain number of ships for this purpose. The call up is on the scroll and is then specified on a seal:

- Where and when is the fleet to meet?
- Who is in command?
- How many ships does every merchant have to provide?

You would be well advised to remember these points well, as defaulting on the call-up results in a painful fine.

Send your armed ships with adequate crews to the meeting point and let them anchor there. During the setting up of the fleet, every ship of yours which is

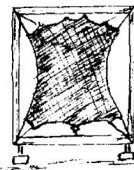


The Hanseatic League calls up fleets to combat the pirates

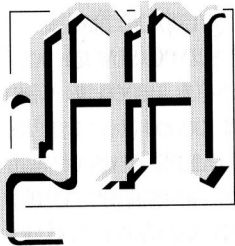
A capture fleet served several purposes. In times of peace it was used to keep the peace at sea, i.e. to combat pirates. During times of war it was supposed to engage hostile fleets for, when the latter had to protect their own trading ships, they themselves could not engage in capture cruises.

In addition, it was used for surveillance of trade boycotts. No permanent war fleet existed, however.

At the Hanseatic League meetings the individual contingencies of ships and soldiers were fixed which any individual



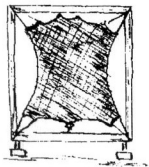
town had to contribute to the joint enterprise. Trading ships including some smaller fishing vessels were converted to war ships.



mercenaries defend a town during a siege

Quite frequently the town bourgeoisie's efforts at gaining autonomy were little liked by the feudal lords of the surrounding lands.

When a count or a duke had enough he sent an army to besiege the rebellious town. When a town announces the approach of a hostile force on the scroll it asks the other towns for assistance at the same time. You can support their defense efforts by supplying materials.



lying in the harbor in question will be registered. A dialogue box appears and you are asked whether you wish your ship to join the capture fleet or not.

During the operation, the fleet is cruising the seas looking for pirates and blockade-runners. After a certain time the ships return to their point of departure and are again available to you - assuming they survived the operation.

Setting up your own capture fleets

In your capacity as mayor you can set up a capture fleet yourself. Go to the town hall and click onto the middle door of the three with the ship above the lintel. Your capture fleet consists entirely of ships belonging to inhabitants of your home town.

You can have the fleet patrol the sea outside your town or let them cruise across the seas.

The procedure of call-up and organization is identical to that of a Hanseatic fleet.

The fleet serves not only the fighting of pirates but also the surveillance of trade blockades. If there are violent attacks on Hanseatic merchants in a foreign office, the Hanseatic League can decide to set up a blockade. If you ignore that, your ship can be impounded by the fleet and you will have to pay a fine.

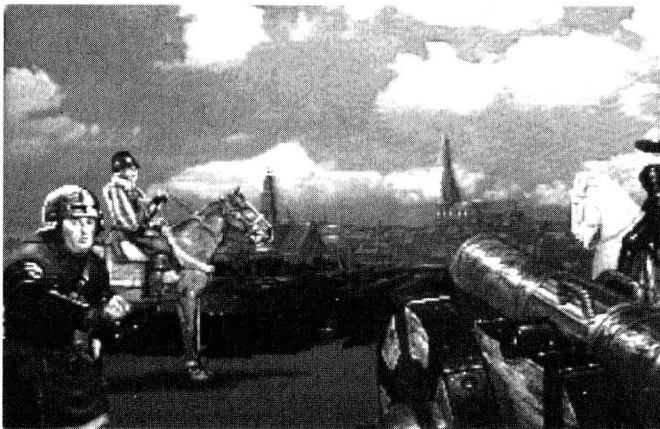
SIEGE

To hire mercenaries

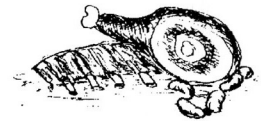
As mayor you should make sure during peace times that your town is ready to defend itself by hiring mercenaries. The council grants you the right to pay 200 soldiers from the tax income. Any mercenary you hire over and above that number is at your own expense.

To hire mercenaries you first of all need to store hand weapons,

cloth, grain and meat in your store. Then you go to the town hall and click onto the door with the crossed swords above the lintel. A seal will tell you how many soldiers are already under arms for the town and how many you can still equip. By clicking onto "line up" a division of about 100 soldiers is formed. By clicking onto "dismiss" your army is reduced by one division.



By being elected mayor you enter the political stage. As opposed to the "full-time politicians" in our day, you must always be aware of the fact that trading is your first and foremost concern. All your decisions should be made with that fact in mind so that your reputation spreads to the foreign settlements, you climb up the last step of your career and win the game.



6. Epilogue



T

he town League goes to war - and wins

The year of 1356, when delegates from the Hanseatic towns met for the first time for a joint meeting in Lubeck, is frequently called the year of the Hanseatic League's foundation. The fact that there was neither a formal foundation act nor a written document specifying the rights and duties of the members is, however, overlooked. Not even a list of the member towns existed during the entire eventful history of the League. Nevertheless it was decreed that trading privileges were only to be extended to those merchants who had been granted the citizenship of a Hanseatic town. Thus, the changeover from the merchants' Hanseatic League to the town Hanseatic League was officially concluded. In addition, the Hanseatic League Meeting subsequently established itself as the League's political decision making body.

Its assertive powers, however, always depended on the number of town representatives participating in the Hanseatic League meeting and on the number of towns which eventually adhered to the decisions reached there. To gather together a sufficiently big number of towns to achieve a common goal turned out to be diplomatic tightrope walk every time. The merchants always considered their own shirt to be more important than their neighbor's coat, meaning that their willingness to cooperate depended very much on the extent to which their individual interests coincided with the official policy.

This shows clearly that the Hanseatic League was by no means a state or a state-like construction but rather a voluntary union of towns in which the bourgeois class of long-distance merchants was in charge. Therefore, the Hanseatic League never pursued any kind of territorial aims. It was only ever interested in protecting its trade privileges and defending its urban autonomy against the claims of the feudal lords.

As politics were in the hands of the merchants, the Hanseatic League found going to war to protect its interests particularly difficult as war always results in material losses. War was the final resort when



nothing else would work. As in the year 1361.

During the preceding twenty years, the Danish king Waldemar IV, called "Atterdag", had succeeded in bringing his shattered realm in order; he had reconquered territories lost to Sweden at one time, especially the peninsula of Schonen with its important fish market. The Hanseatic League was a thorn in his flesh because the German traders enjoyed special privileges on the Schonen peninsula which seriously affected his financial and legal sovereignty. Therefore he pestered them by plaguing them with ever new demands in return for a confirmation of their privileges and stopped at nothing, be that breach of contract, robbery or blackmail, in order to make life as difficult as possible for the Hanseatic merchants.

When, in 1361, he eventually attacked the island of Gotland and seized the Hanseatic town of Visby, the League had enough: At a Hanseatic League meeting in Greifswald it was decided to stand up to the Danish king by a demonstration of military power. It was assumed that a trade blockade alone would not suffice to subdue him.

The Hanseatic League, however, had neither a standing army nor a war fleet. Therefore, a special tax - the "pound tax" (Pfundzoll) - was levied to hire mercenaries and to arm ships to be made available by the towns. And the support of Waldemar's enemies was sought after. Norway and Sweden as well as some territorial lords pledged their assistance.

In the Spring of 1362, a fleet of 27 war cogs and 25 smaller vessels left port under the captaincy of the Lubeck mayor, Johann Wittenborg, to hit the Danes in the quick: In Copenhagen, where Waldemar IV had built a castle. At the behest of the Scandinavian allies, however, the fleet was first rerouted to Helsingborg to lay siege to the fort there. When the allies, contrary to the agreement, failed to show up there, Wittenborg returned to his initial plan: The Copenhagen town and castle were ransacked. During the melee, Waldemar's son, Christoph, was hit by a stone missile from a catapult. He died from his wounds. The Danish king himself was not



seen. The fleet subsequently returned to Helsingborg. The armies of the allies, however, still hadn't arrived there. So Wittenborg decided to seize the fort alone. However, he needed practically all his available soldiers for this enterprise so that the ships were left with very little protection.

The Danes attacked the fleet anchored off shore and almost completely annihilated it. Wittenborg's army, left in the lurch by the allies and cut off from any supplies, was forced to capitulate.

Waldemar demanded vast sums in ransom money for the prisoners. This defeat cost mayor Wittenborg his head: he was executed in the Lubeck market square in 1363.

In the ensuing negotiations the Hanseatic League proved to be more successful, for it achieved the confirmation of a majority of its old privileges.

During this conflict, first disagreements between the towns came to light, some refused payment of the pound tax which had been decreed by a Hanseatic League meeting in 1362. Waldemar succeeded in playing off the various factions against each other.

However, the arbitrary measures which the German merchants continued to suffer in Denmark reunited the towns fairly soon after. This time, the German Order launched an initiative to establish a new war alliance. Waldemar who continued to have ships from the Prussian and Livonian towns captured had finally gone too far. A new alliance was sealed at a Hanseatic League meeting in Cologne in 1367, which became known in history as the "Cologne Federation". 57 towns ranging from the Prussian lands of the German Order to Holland joined the alliance. This war coalition was also joined by the new Swedish king, some German and a number of disloyal Danish lords.

Initially, the Hanseatic League tried to isolate the Danish king politically by sending off letters of grievance to the emperor, the pope and the kings of England and Poland. In 1368, hostilities eventually started with attacks on towns along the southern Norwegian coast. Norway, which in the meantime had become one of Denmark's most important allies, was thus soon forced to capitulate. The Hanseatic League maintained their



military success in the further course of this war. Soon their ships dominated the sea routes and on the Schonen peninsula their troops advanced mercilessly. Copenhagen and Helsingor fell. Waldemar who was abroad futilely

begging for assistance, nevertheless had no intention of giving in. The coalition had no choice other than to again lay siege to the fort of Helsingborg. If it could be made to fall, the Hanseatic League would gain dominance over the most important sea routes between the North Sea and the Baltic Sea and Denmark's defeat would be total. Winter forced a stop to the hostilities.

The Danes were determined to resist as long as possible but they were unable to counter the Hanseatic League's most powerful weapon: money. The commanders of the fort were bribed and the Hanseatic League members planted their flag in Helsingborg in September 1369.

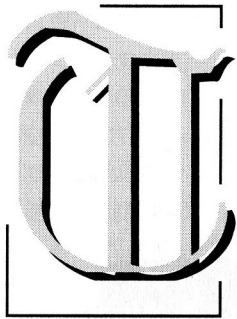


Bergen, around 1580.

Oldest existing picture of the town with the Deutsche Brücke (German Bridge) and the Church of the Merchants.

Engraving by Hieronymus Scholæus.

The war ended with the Stralsund peace of 1370. Hanseatic trading privileges in Denmark were confirmed. In addition, the Hanseatic League achieved the right to have a say in the appointment of the Danish kings. This victory was the apex of Hanseatic power. Thanks to this, the bourgeoisie succeeded in establishing itself on the international stage as a political power in addition to the nobility and the clergy.



he Hanseatic League fights for the preservation of its monopoly.

For over 200 years the German merchants had already been trading on the seas of Northern Europe. At this stage, no memory remained of the daring sailing traders of the early times who had placed their life and all their possessions at the mercy of a primitive nutshell which carried them tirelessly from coast to coast in their search for new markets.

Now, the merchants directed their enterprises from the safe haven of their office. They had subsidiaries in the most important towns looking after their interests and skippers steering their efficient cogs safely across the rough North Sea and the pirate-infested Baltic Sea. They had established their autonomy against the will of the territorial lords and led the urban

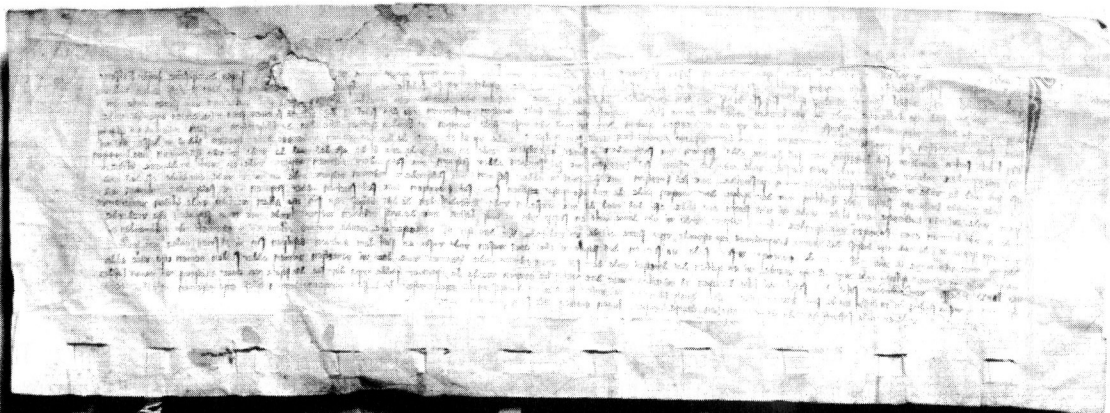
culture to its heyday. Last but not least, they had demonstrated their power on an international level.

What were the new challenges?

What was there still to be achieved?

Having gained the trade monopoly within the entire North Sea and Baltic regions, the Hanseatic League had reached its greatest expansion. Their activities had given new impulses to the agricultural and manufacturing production in this area. Money as a factor in the power game had put the fear of God into the established powers. Now, the Hanseatic League endeavored to preserve the established system. Naturally, even after the Stralsund peace there were plenty of attempts to curtail the privileges of the German merchants. Such provocations were met by the Hanseatic League in the way they had always met them: By boycotting the





Town alliance against the king of Denmark and the pirates from 1361 with the official seals of Lubeck, Wismar, Rostock, Stralsund, Greifswald, Stettin, Kolberg, and Anklam.

Epilogue 6.6

offenders. In 1388, England, Flanders and Novgorod were all boycotted simultaneously. In the latter case, the blockade lasted until 1392.

However, much more serious than such demonstrations of power were the political changes taking place in the countries of Hanseatic interest.

In 1397, the three Nordic realms of Denmark, Norway and Sweden were united in the "Kalmar Union". Under the king of the union, Erich of Pomerania, this Scandinavian super realm attempted once again to expand its borders as far as the gates of Lubeck. He wanted to take over the dukedom of Silesia which had been entfeffed to the Count of Holstein. Erich tried initially to gain the support of the Hanseatic League. When the towns refused he began to curtail their influence in Scandinavia and force new taxes and arbitrary measures onto them.

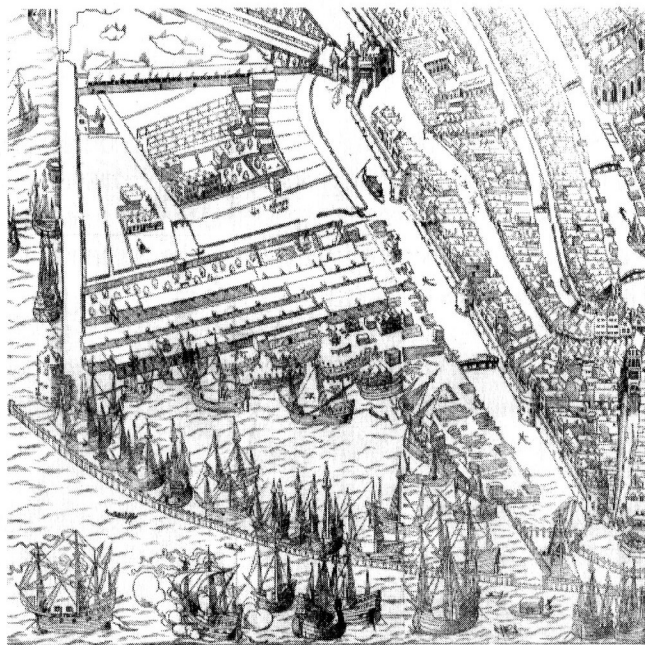
This resulted in another war in 1426.

In the East, the Hanseatic League's influence also diminished after one of their main allies, the German Order, was defeated by a Polish-Lithuanian coalition in the battle near Tannenberg/Grundwald in 1410. Meantime, a much more serious danger arose in the West: competition by English and especially Dutch merchants.

The Hanseatic League succeeded initially in limiting the influence of the "merchant adventurers" as the merchants from the (British) Isles called themselves. England was weakened by the Hundred-Years-War against France and the ensuing "War of the Roses" between the Houses of York and Lancaster. The German merchants found no permanent remedy against the Dutch, however.

At the beginning of the 15th century, manufacturing production increased in the Dutch towns. Remarkable progress was made in the shipbuilding industry, in particular. In addition, the provinces of Flanders, Brabant, Seeland and Holland were united into a single state by the Duke, Phillip the Good of Burgundy. He gave a lot





Shipyards (wharf), Towpoper's quarters for the manufacture of towropes and 'sheet frames' for drying sheets made from woolfabrics. Woodcut by Cornelius Anthonisz, Amsterdam 1549 (excerpt)



of support to the Dutch merchants when the latter gradually reached the Baltic Sea and started to undermine the Hanseatic League's monopoly.

It was exactly in those uneasy times that in Lubeck and its neighboring towns political strife erupted between the patrician councilors and the other citizens. The latter had to bear the bulk of the tax burden but had no part in the power. As a consequence of these turbulence, Lubeck lost its leading role within the Hanseatic League. The other towns increasingly did their own thing. The League started to fall apart.

In 1426, Hamburg, Lubeck, Wismar, Rostock, Stralsund and Luneburg established an alliance for their protection against Denmark. Out of consideration for the blood relationship of their feudal lords with the union's king Erich, the Pomeranian towns refused to join the alliance. When the Scandinavian overlord failed to reach an agreement to his liking with the Hanseatic League, he initially put economic pressure on the German merchants. He raised

the taxes and introduced a tax for ships sailing through the Sund. At the same time, he took precautions against a possible trade boycott by the Hanseatic League by opening his markets to English and Dutch merchants.

Thus, it was only a matter of time before war would break out.

The first sea battle in Spring 1427 was lost by the Hanseatic units. The defeat caused considerable disgruntlement in the participating towns which Erich tried to capitalize on by stirring up the people against the councilors. This went sadly wrong.

The hostilities developed into a merciless capture war. In 1428, the Hanseatic League attacked Copenhagen and a major part of the Danish fleet was either destroyed or blocked by ships sunk in the harbor entrance. This military action alone failed to decide the outcome of the war. The attacks and incidences of looting on both sides were continued with varying success rates. Soon, the towns started to feel tired of the war as the costs rose to infinity and the booty bore no relationship to the expenses.

In 1430, Rostock and Stralsund concluded a separate peace agreement with King Erich; the loss of prestige suffered by the Hanseatic League as a consequence was far more serious than any military defeat.

The remaining four towns continued in a state of war with Denmark until an armistice was concluded in 1432. Only the collapse of the Kalmar Union led to a definitive peace agreement. The Hanseatic League's traditional privileges in Denmark were confirmed. However, the advance of the Dutch and the English into the Baltic Sea area could not be prevented.

The Anglo-Saxon merchants established an important foothold in Danzig. All attempts by Lubeck at chasing them away failed. Danzig itself soon recognized the advantages it would gain from trading with the merchant adventurers and foiled all attempts by the Hanseatic League at preserving its monopoly. When subsequent to the second Thorn peace agreement (1466) the Prussian state of the German Order was dissolved and the Prussian Hanseatic towns became part of the Kingdom of Poland, Danzig experienced a



rapid economic boom. Thanks to the fertile hinterland now belonging to it, it developed into one of the major export ports for agricultural products. Their newly-gained economic strength in combination with increased freedom led to the Danzig merchants' greater self-assurance which they then transformed into increased political independence. Lubeck's position of hegemony within the Hanseatic League fell more and more apart.

As early as during the first half of the 15th century, the English merchants rebelled against the limits on their trading activities imposed on them in their own country by the German merchants. The privileges granted to the latter still favored the Germans over the natives.

King Edward IV from the House of York, who had succeeded the Lancastrian, Henry IV, to the throne in 1461, was determined to end this state of affairs. In 1469 he ordered the Stalhof office to be stormed and ransacked. The Hanseatic merchants were captured. Consequently, the towns sent capture ships into the North Sea and the Channel. Unfortunately, they were no longer under a unified command. In addition, they also lost their operation bases in Flanders because Duke Karl the Brave (Karl der Kühne) closed the ports to them.

Thus, the outcome of this war was not determined by military means either but by diplomatic efforts. The Duke of Burgundy also participated in those efforts, for he needed England as well as the Hanseatic League in order to secure his state squeezed between Germany and France. Part of the Hanseatic merchants' success are also presumed to be due to the fact that Edward IV was set under pressure in his own country to such an extent that he had to leave the country.

The peace treaty of Utrecht (1474) saw to the restoration of Hanseatic privileges. In addition, England had to pay compensation to the tune of 10.000 Pounds. In this context, the English negotiator John Russell is said to have exclaimed that he would rather negotiate with each and every overlord all over the world than with a Hanseatic Council's messenger. However, this turned out to be the Hanseatic League's last great success. In 1492, a seadog serving Their Exalted Spanish Majesties and as brave as he was god-fearing, started out with a convoy of three ships in order to open up the riches of Asia for his Lords, and thus to enable them to



liberate the holy town of Jerusalem from the heathens - 200 years after the end of the crusades. Totally crazy notions about the circumference of the earth made him believe that those legendary countries where silk and spices were to be found would be reached much more quickly by steadfastly steering a westerly course.

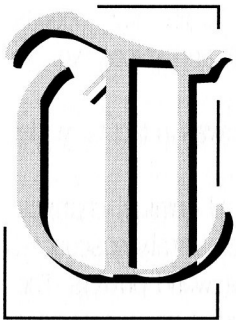
Christobal Colon or, as he was called later, Christopher Columbus, would never reach his goal. He was in fact far wider off the mark than he himself ever imagined.

The "era of discoveries" hailed in by his voyage and the corresponding political and above all spiritual changes, wrought extensive havoc within the mediaeval balance of power where emperor and pope were firmly ensconced at the apex. While some states disappeared, others began their climb on the road to becoming world powers. The reformation movement had set out to revise the precepts of the all-powerful Church - and ended up becoming a catalyst for the very worldly desire of the powerless to have a say in matters of power.

The Hanseatic League, too, was pulled into this vortex, although some of its members either continued to do very well indeed or else just started to get into top gear.

The town federation had had its place in the firm order of the middle-ages. In an era when the feudal lords, inspired by the knightly ideal and deeply conscious of their God-given position, had looked down on the working populace full of contempt, the merchants crossed all kinds of borders and demonstrated that high regard could be won by personal achievement. However, in the new and bigger world after the discovery of America, the old Hanseatic system of privileges which had guaranteed security for the merchants for so long, became an obstacle to the future development. Those who held onto that system were condemned to go under with it. For the others, however, the newly-discovered free oceans opened up new opportunities.





he Hanseatic League's trading system collapses

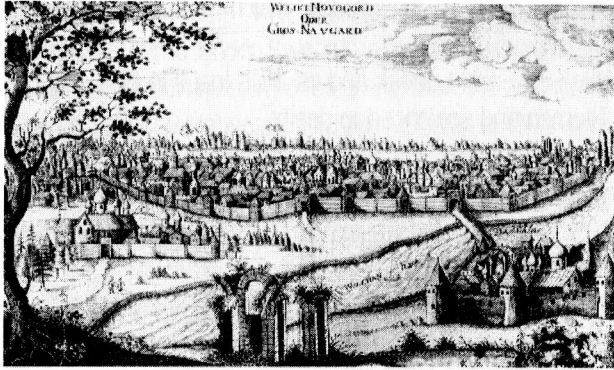
Lubeck, the queen of the Hanseatic League, in particular held onto the old system of the privileged East-West-trade. It continued to do so even after it had become insignificant and superfluous and the allies had resorted to saving themselves by running away, i.e. by cooperating with the English and Dutch who were becoming ever stronger economically. Hamburg, Elbing and Danzig were particularly good at that and profited immensely from that move whilst Lubeck's significance was dwindling.

Ivan III felled the Eastern pillar of the Hanseatic trading empire. The Moscow Grandduke who was the first to call himself "tsar", had conquered Novgorod in 1478 in his efforts to subdue the Russian territories. In 1494, the Peterhof office was stormed and the merchants captured. This sounded the death knell to the Novgorod office. The Russian trade was taken over by the Livonian towns of Riga, Reval and Dorpat which jealously defended it even against Hanseatic allies.

The former mighty town league continued to fall apart. Domestic political strife assisted in upsetting the power block even more. These disputes were ignited by the Lutheran reformation and soon escalated into social disputes between the underprivileged citizens and the Hanseatic Patrician councils. In addition, the power of the lords confessing to the new faith increased especially in Northern Germany. Suddenly, the feudal lords were no longer above contributing to their living with their own hands. They started to export the agricultural goods produced on their lands. Doing this they often avoided the big Hanseatic towns. The products were sold directly to the Dutch and the English via the so-called cliff ports, i.e. non-privileged harbors.

As opposed to the situation in Germany, the central powers in Scandinavia emerged from the reformation with added strength. The kings of Denmark and Sweden enforced the new faith rigorously and transferred





Great-Novgorod at the Volchov river. 17th century, contemporary copper engraving.

the ecclesiastical treasures to the state purses. The Swedish regent Gust I Vasa was particularly good at this. He also ended the Danish hegemony in Sweden. He was just as ruthless in driving the influence of the Hanseatic League back by doing away with the privileges of the Lubeckians in his realm in 1533. In the same year, the Lutheran Jurgen Wullenwever, who had made a name for himself as the leader of the bourgeois opposition to the patrician council, was elected mayor of Lubeck. Grossly overestimating his capabilities, he wanted to restore the former hegemony of the Hanseatic League in Scandinavia and exclude the Dutch once and for all from the Baltic Sea trade.

He would only achieve this, however, if he succeeded in influencing the choice of candidate for the Danish throne which had become vacant when King Frederick I died in 1533. To this end, Wullenwever planned to liberate Frederick's predecessor, Christoph II, who had been imprisoned in 1532, by military means. The mayor gained the support of a number of overlords who also aspired to the throne. Disgruntled Danish citizens as well as peasants were also on his side.

The majority of the Hanseatic allies, however, refused to go along with him. They attempted instead to find an agreement between Holland and Lubeck by diplomatic means. But the negotiations in Hamburg in 1534 failed. The Dutch had long ago recognized the weakness and discord of the Hanseatic League and insisted on keeping the oceans free. Wullenwever reckoned he was strong enough for a military confrontation and



intensified his war preparations. Denmark concluded a protection treaty with Sweden which was gradually developing into a new superpower in Northern Europe.

The outcome of the war determined the supremacy in the Baltic Sea - and Lubeck and its allies lost it in 1536. Jurgen Wullenwever was deposed and later captured as a heretic in Bremen and sentenced to death.

While the central powers in Denmark and especially in Sweden consolidated their power, and the Dutch and the English continued to establish themselves in their trade with Scandinavia and Eastern Europe, the influence of the Hanseatic League had just about dwindled into nothingness.

Efforts to reorganize the town league failed completely. A new office was created, the Syndicus, a kind of manager. The Cologne lawyer, Dr. Heinrich Sudermann, became the first syndicus. Although he did his best, his efforts at making the Hanseatic League respectable again failed eventually because of disagreement among the towns.

During the subsequent period, the Western corner stone of the Hanseatic trade system was also overturned. The English queen Elizabeth I closed the Stalhof office in 1598. Earlier, the German emperor Rudolf I had decreed a ban on trade in Germany for the English. This however, had happened less on the initiative of the Hanseatic League, but rather at the request of the Spanish king who was meantime fighting England for supremacy on the world's oceans. In 1606, the Germans got their office back, yet their privileges were not renewed.

The Hanseatic League had, in the meantime, moved their Flanders subsidiary to Antwerp as the port of Bruges was inexorably silting up. Unfortunately, this move turned out to be somewhat disastrous, for during the fight of the Dutch provinces against the Spanish overlordship Antwerp was ransacked by the Spaniards in 1576. Instead, the Dutch town of Amsterdam developed into the most important north-west European economic center.



Then, the thirty-years' war erupted. Germany was totally devastated. Many towns on the Baltic sea coast and in Westphalia came under Swedish rule. What was left of the League was wiped out between the fronts of the big armies of mercenaries, who fell on the land like swarms of locusts.

The last general Hanseatic League Meeting in 1669 only saw nine towns participating: Lubeck, Hamburg, Bremen, Danzig, Rostock, Brunswick, Hildesheim, Osnabruck and Cologne. Of those the triangle of Lubeck-Hamburg-Bremen survived as a kind of executor to the estate. In 1774 the office in Bergen was dissolved, and in 1853 the Stalhof. The Antwerpen House was sold in 1862.

This ends the history of the Hanseatic League.





7 Keyboard Controls

Hotkeys

F1	Map
F2	Inspection
F3	Office
F4	Warehouse
F5	Harbor
F6	Bank
F7	Market
F8	Church
F9	Popular opinion
F10	Pause









Harbor

Esc	Office
I	Inn
B	Bank
W	wharf
G	Guild
M	Market
S	Smithy
H	Warehouse
P	Pause








Market

H	Esc	Harbor
	T	Town Hall
	C	Church
	P	Popular opinion
	F	Announce a feast
	B	Bath house
	G	Guild
	W	Carriage







Shipyard

	Inspection	
	To scrap	
	Rename	
	Weapons store	
	Repair	
	New Construction	
		Harbor

Office

		Harbor
		Promissory note
		Big Book
		Little Book
		Save game
		Leave harbor

Map

			
			Move the cursor
			
			Select town
			Leave map

New construction

Esc	Shipyard
S	Sloop
P	Pinnace
C	Cog
M	Merchantman

Inn

	C	Hire crew
	L	Hire labourers
	P	Hire skipper (Pirates)
W	H	Trade with weapons
	ESC	Harbor

Guild

	G	Guild entry, membership list
	A	Auctioning of ship
	F	Form a convoy
	M	Market
H	ESC	Harbor
	R	Register a convoy
	T	Trading in warehouses

Options

S	Save game
Esc	Office
E	End
P	Toggle pirate defence
F	Formatting
M	Toggle names of the months
L	Long status report
N	Normal status report
K	Short status report

Smithy

B	Buy weapon indicated
Esc	Harbor
	Move on

Armory

Esc	Shipyards
S	Small catapult
L	Large catapult
H	Havoc wrecker
B	Bombard

Small letter: Armory->ship
Capital letter (shift+letter): ship->armory

Church

W	Holy water
A	Altar
Esc	Market
I	Buy indulgence
C	Donation for church construction
B	Donation to beggar

Bank

ESC	Harbor
R	Repay
T	Take
G	Give

Town Hall

M	ESC	Market
	D	Data sheet
	G	Provide/dismiss guardship
	R	Register a relocation
	M	Military department (mayor)
	F	Call up a fleet (mayor)

Bath house

ESC	Market
L	Left bathtub
R	Right bathtub

Warehouse

ESC	Harbour
	Toggle between ship and warehouse
F6	Choose a line on the board

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