

MASTERTRADER

The Kontor Book

A Handbook for Merchants of the Hanse

Lübeck, in the Year of Our Lord 1316

To the Honoured Merchant

You hold the Kontor Book in your hands — just as every good trading game once came with a thick manual. It tells you nothing you could not also look up in the game; but it lies beside your iPad when you stand in Bergen and can no longer remember where furs are cheap.

Every figure in this book comes from the game itself. Prices move with supply, season and events — the base prices are the anchor they swing around.

May your kontor never stand empty and your cog never spring a leak. — Agnes, Elder of the Merchants

Contents

The First Voyage 3

The Menu Bar 4

The Sea Chart 5

Goods 6

Towns and their Goods 7

Ships 8

Equipment and Officers 9

The Career 10

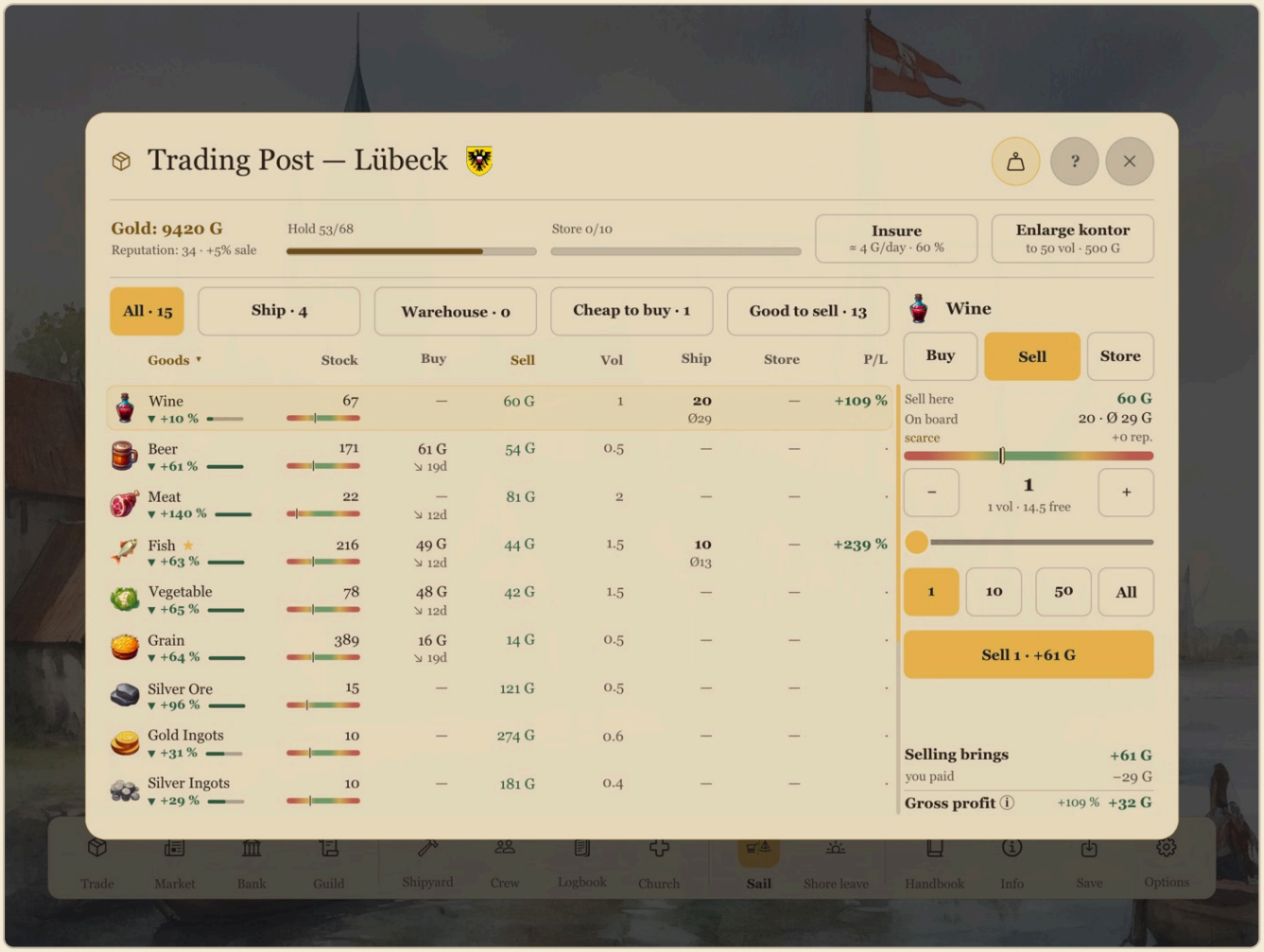
Own Businesses 11

Chronicle 1315–1347 12

My Ledger 13

The First Voyage

1. **Buy** — In port, “Trading Post” opens your trading house. Buy what is cheap here — the colour of the price shows how cheap.
2. **Choose a destination** — “Sail” opens the sea chart. Tap a town: voyage time, costs and the expected net profit appear in the voyage window.
3. **Set sail** — Storms and pirates lurk at sea. Ice and salt protect perishable goods.
4. **Sell** — In the port of destination you sell what is needed there. The arrival report settles every voyage honestly.
5. **Earn reputation** — Bring a town what it lacks and you win its gratitude — and better prices.
6. **Rise** — Wealth, reputation and contracts carry you from citizen to mayor.



The Menu Bar

At the bottom of the harbour — from left to right.

Trade	Trading house: buy, sell, store
Market	Prices and news of the town
Bank	Credit, loans, interest
Guild	Contracts from the guild and the council
Shipyard	Buy, equip and repair ships
Crew	Crew and officers
Logbook	Map, prices from your last visit, events
Church	Donations for reputation
Sail	Sea chart and departure
Shore leave	Spend days in port
Handbook	Every rule and every number
Info	The town, its businesses and your possessions
Save	Save your game
Options	Settings

Wind, Weather and Highwaymen

Storm season	From autumn to spring, storms are more frequent — ships take damage, voyages take longer.
Ice	In winter the northern Baltic freezes; ports like Riga, Reval and Novgorod are then hard to reach.
Pirates	Sea robbers lurk in some waters. Cannons, an armoured hull and an escort help; insurance replaces part of the loss.
Spoilage	Fish, meat and vegetables spoil on the way. Ice cools everything, salt cures fish and meat, the cooling chest needs no hold space.
Land routes	Only the wagon reaches Herford and Jena — with land tolls and highwaymen, but no storms.

The Sea Chart



23 trading towns in six regions. Herford and Jena lie inland and can only be reached by wagon.

Northern Hanse
Lübeck, Hamburg, Bremen, Rostock, Stettin

Eastern Hanse
Danzig, Königsberg, Riga, Reval, Novgorod

Scandinavia
Bergen, Stockholm, Visby

Inland
Jena, Herford

Western Europe
London, Bruges, Antwerp

Mediterranean
Bordeaux, Lisbon, Barcelona, Genoa, Florence

Goods

Good	Base price	Loads per unit	Spoils	Produced in
Food				
Wine	55 G	1	medium	Barcelona, Bordeaux, Bruges, Florence, Genoa, Jena, Lisbon
Beer	34 G	0.5	high	Bremen, Bruges, Danzig, Hamburg, Herford, Königsberg, London, Lübeck, Rostock, Stettin
Meat	34 G	2	high	Bergen, Danzig, Königsberg, Novgorod, Riga
Fish	27 G	1.5	high	Bergen, Bremen, Danzig, Genoa, Hamburg, Königsberg, Lisbon, Lübeck, Novgorod, Reval, Riga, Rostock, Stockholm, Visby
Vegetable	26 G	1.5	high	Barcelona, Bordeaux, Bremen, Bruges, Florence, Hamburg, Herford, Lisbon, London, Lübeck
Grain	9 G	0.5	high	Barcelona, Bordeaux, Bruges, Danzig, Herford, Jena, Königsberg, Lisbon, London, Lübeck, Novgorod, Riga, Rostock, Stettin, Stockholm, Visby
Ice	6 G	0.1	medium	Bergen, Novgorod, Reval, Riga, Rostock, Stockholm, Visby
Honey	30 G	0.5	high	Bordeaux, Königsberg, Novgorod, Riga
Raw material				
Gold Ore	95 G	0.5	—	Jena
Silver Ore	62 G	0.5	—	Jena
Iron Ore	20 G	2	—	Stettin, Stockholm
Salt	9 G	0.5	—	Bremen, Hamburg, Lisbon, Lübeck
Wool	27 G	1.5	—	Danzig, Herford, London, Stettin
Intermediate				
Gold Ingots	210 G	0.6	—	Florence, Genoa
Silver Ingots	140 G	0.4	—	Florence, Genoa
Iron Bar	52 G	1	—	Antwerp, Danzig, Hamburg
Finished good				
Iron Tool	150 G	0.5	—	Antwerp, Danzig, Hamburg, London, Stockholm
Cloth	58 G	1	—	Antwerp, Bruges, Danzig, Florence, Herford, London
Fur	95 G	0.5	—	Bergen, Novgorod, Reval, Stockholm
Spices	320 G	1	—	—

Base price in gold. “Spoils”: perishable goods lose quantity on the way — ice, salt or a cooling chest help.

Towns and their Goods

Town	Population	Produces	Trade Partners
Northern Hanse			
Lübeck	6,000	Beer, Fish, Grain, Salt, Vegetable	Florence, Barcelona
Hamburg	8,000	Beer, Fish, Iron Bar, Iron Tool, Salt, Vegetable	Genoa, Lisbon
Bremen	5,000	Beer, Fish, Salt, Vegetable	Florence, Genoa
Rostock	4,000	Beer, Fish, Grain, Ice	Florence, Genoa
Stettin	3,500	Beer, Grain, Iron Ore, Wool	Florence, Novgorod
Eastern Hanse			
Danzig	5,000	Beer, Cloth, Fish, Grain, Iron Bar, Iron Tool, Meat, Wool	Barcelona, Genoa
Königsberg	3,500	Beer, Fish, Grain, Honey, Meat	London, Bordeaux
Riga	4,000	Fish, Grain, Honey, Ice, Meat	Lisbon, Lübeck
Reval	3,000	Fish, Fur, Ice	Lisbon, Bergen
Novgorod	4,000	Fish, Fur, Grain, Honey, Ice, Meat	Florence, Lisbon
Scandinavia			
Bergen	4,000	Fish, Fur, Ice, Meat	Lisbon, London
Stockholm	5,000	Fish, Fur, Grain, Ice, Iron Ore, Iron Tool	Antwerp, Lisbon
Visby	3,000	Fish, Grain, Ice	Florence, Hamburg
Inland			
Jena	2,500	Gold Ore, Grain, Silver Ore, Wine	Florence, Stockholm
Herford	2,000	Beer, Cloth, Grain, Vegetable, Wool	Florence, Lisbon
Western Europe			
London	10,000	Beer, Cloth, Grain, Iron Tool, Vegetable, Wool	Florence, Lisbon
Bruges	7,000	Beer, Cloth, Grain, Vegetable, Wine	Lisbon, Lübeck
Antwerp	6,000	Cloth, Iron Bar, Iron Tool	Stockholm, Bergen
Mediterranean			
Bordeaux	4,000	Grain, Honey, Vegetable, Wine	Bergen, Stettin
Lisbon	6,000	Fish, Grain, Salt, Vegetable, Wine	Bergen, Riga
Barcelona	5,000	Grain, Vegetable, Wine	Hamburg, Königsberg
Genoa	5,000	Fish, Gold Ingots, Silver Ingots, Wine	Bremen, Lübeck
Florence	6,000	Cloth, Gold Ingots, Silver Ingots, Vegetable, Wine	Hamburg, Bruges

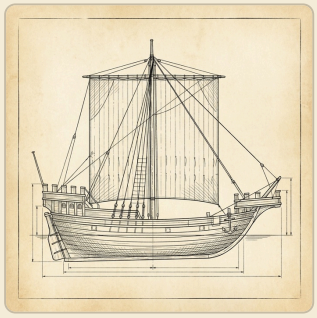
Ships

Ship	Hold	Speed	Cannons	Hull	Crew	Price	Build Time	Equipment up to Tier
Lighter	14	10	2	90	2–6	1,500 G	14 T	3
Armored Lighter	8	10	3	130	3–9	3,000 G	24 T	3
Fast Lighter	10	18	1	80	2–6	3,000 G	21 T	3
Cog	20	9	4	180	6–18	12,000 G	40 T	3
Armored Cog	12	8	6	240	7–21	22,000 G	50 T	3
Fast Cog	42	12	2	150	5–15	18,000 G	45 T	3
Fluyt	34	9	5	220	8–24	30,000 G	50 T	5
Armored Fluyt	24	8	8	300	10–30	55,000 G	65 T	5
Fast Fluyt	60	12	3	190	7–21	45,000 G	60 T	5
Hulk	80	10	2	220	7–21	24,000 G	55 T	5
Armored Hulk	55	7	5	340	9–27	55,000 G	70 T	5
Fast Hulk	95	12	2	200	7–21	36,000 G	65 T	5

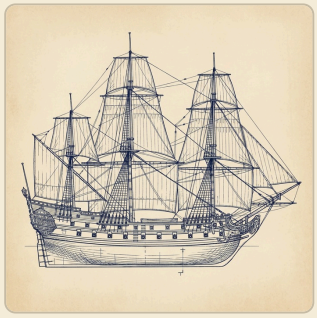
Lighters and cogs sail close to the coast, fluyts and hulks also across the open sea. Speed and hull grow with equipment and officers.



Lighter



Cog



Fluyt



Hulk

Equipment and Officers

Every ship carries one item and one officer. Values per tier (grey → gold).

Items

	Common	Uncommon	Rare	Epic	Legendary
Reinforced Hull	−1 speed, +40 hull	−1 speed, +50 hull	−0.5 speed, +60 hull	+75 hull, +1 cannons	+100 hull, +1 cannons
Silk Sails	+1.5 speed, −15 hull	+2 speed, −15 hull	+2 speed, −5 hull	+2.5 speed	+3 speed, +5 morale
Expanded Hold	−1 speed, +3 loads	−1 speed, +4 loads	−1 speed, +6 loads	−0.5 speed, +9 loads	+12 loads
Greek Fire	−0.5 speed, +1 cannons	−0.5 speed, +2 cannons	+2 cannons	+0.5 speed, +2 cannons	+0.5 speed, +3 cannons
Compass	+0.5 speed, +5 morale	+1 speed, +5 morale	+1 speed, +10 morale	+1.5 speed, +10 morale	+2 speed, +15 morale
Lucky Figurehead	+10 morale	+15 morale	+0.5 speed, +15 morale	+0.5 speed, +20 morale	+1 speed, +25 morale
Cooler Chest	40% cooling, −1 loads	50% cooling, −1 loads	60% cooling	80% cooling	100% cooling
Boarding Hooks	−0.5 speed, +1 cannons, +5 morale	+1 cannons, +8 morale	+1 cannons, +12 morale	+2 cannons, +12 morale	+20 hull, +2 cannons, +18 morale
Trade Ledger	+1 loads	+2 loads	+5 morale, +2 loads	+5 morale, +3 loads	+10 morale, +4 loads

Officers

	Common	Uncommon	Rare	Epic	Legendary
Navigator	+1 speed, −5 morale	+1.5 speed	+2 speed	+2.5 speed	+3 speed, +5 morale
Shipwright	+25 hull	+35 hull	+45 hull	+0.5 speed, +60 hull	+0.5 speed, +80 hull
Quartermaster	−5 morale, +2 loads	+5 morale, +2 loads	+8 morale, +3 loads	+10 morale, +5 loads	+12 morale, +8 loads
Master gunner	+1 cannons	+1 speed, +1 cannons	+1 speed, +2 cannons	+1 speed, +2 cannons, +5 morale	+1 speed, +3 cannons, +10 morale
Boatswain	+15 morale	+20 morale	+0.5 speed, +20 morale	+1 speed, +25 morale	+1.5 speed, +30 morale
Admiral					+1 speed, +25 morale, +1 fleet slot
Surgeon	+10 morale	+15 morale	+20 morale	+25 morale	+30 morale

The Career

Rank	Wealth	Home Reputation	Further Conditions
Citizen	—	—	1 ship
Merchant	3,000 G	—	25 trades
Traveling Merchant	8,000 G	—	8 ports visited
Master Merchant	15,000 G	20	12 ports visited · 2 ships
Councilman	30,000 G	50	3 council tasks · Great voyage: Hanseatic Diet in Lübeck
Patrician	60,000 G	70	2 ships · 6 council tasks · 2 own businesses · Great voyage: Voyage to Rome
Mayor	The Council Election		

Wealth for the difficulty "Medium" (Easy ×1.5, Hard ×0.35 — margins are thin there). From councilman on, the rank is an honorary office and no longer falls.

The Council Election

From patrician on, the council of your home town calls an election in spring. Votes come from:

- reputation at home (up to 40)
- contentment of the citizens, last 6 months (up to 35)
- council tasks (2 each, up to 20)
- own businesses (3 each, up to 15)

Needed on "Medium": 60 votes.

Own Businesses

From reputation 40 and with your own kontor you buy basic businesses in the town info. They deliver to your kontor; collect the goods and you buy cheaper than at the market.

Building price 2,000 G + 40 × daily value, each further one of the same kind 1.5 times as much. Cost per unit 55 % of the base price, of which 10 % of the daily value is a fixed daily levy.

When the kontor is full, the steward sells only without loss — otherwise the business idles. Laid up it costs nothing, but it does not count for rank and election.

Rules of the Merchant

1. Buy where a good is produced and sell where it is lacking — the sea chart shows both.
2. Empty holds cost as much as full ones. Plan the return voyage too.
3. Hunger is a business, but not at the town’s expense: whoever hoards in times of need is a profiteer.
4. Reputation at home opens the council. Council tasks bring votes for the election.
5. A business only pays if you collect its goods.
6. Save before long voyages. The sea does not always forgive.

Chronicle 1315–1347

Historical events that change prices, dues and dangers in the game — with "Living history" they take their own course.

1315–1317 **Great Famine** · Antwerp, Bergen, Bordeaux, Bremen + 15

1316 **War over Stralsund** · Lübeck, Rostock, Stettin

1316–1317 **Flemish Trade Dispute** · Antwerp, Bruges

1316–1317 **Tver's Campaign against Novgorod** · Novgorod

1316–1320 **Bremen outside the Hanse** · Bremen

1317 **Famine in Flanders** · Antwerp, Bruges

1317–1318 **Fur Boom in Novgorod** · Novgorod, Reval, Riga

1317–1319 **Portugal Engages Manuel Pessanha** · Lisbon

1318 **Granary of the East** · Danzig, Königsberg, Stettin

1318 **Spice Route Flourishes** · Barcelona, Florence, Genoa

1318–1319 **Siege of Genoa** · Genoa

1318–1319 **Good Harvest after the Famine** · Bergen, Bremen, Danzig, Hamburg + 4

1319 **Sickness in Bergen** · Bergen

1319 **Danish Throne Crisis** · Königsberg, Lübeck, Rostock, Visby

1319–1320 **Norway and Sweden under One King** · Bergen, Stockholm

1319–1321 **Great Cattle Plague** · Antwerp, Bremen, Bruges, Hamburg + 5

1320–1323 **Brandenburg Succession Dispute** · Rostock, Stettin

1321–1326 **Hamburg Beer Conquers Flanders** · Bruges, Hamburg

1322 · 1333 · 1339 · 1344 **Holy Year in Santiago** · A Coruña

1322–1327 **Herford Linen in Demand** · Bremen, Hamburg, Herford

1323 **Treaty of Nöteborg** · Novgorod, Reval, Riga, Stockholm, Visby

1323–1326 **Aragon Conquers Sardinia** · Barcelona, Genoa

1323–1325 **Rostock Buys Warnemünde** · Rostock

1323–1329 **Flemish Coastal Revolt** · Bruges

1324–1325 **War of Saint-Sardos** · Bordeaux, London

1326–1327 **Deposition of Edward II** · London

1326–1332 **War between Poland and the Teutonic Order** · Danzig, Königsberg

1327 **Peace of Paris** · Bordeaux, London

1328 **Louis the Bavarian Crowned in Rome** · Rome

1328–1330 **Dearth in Tuscany** · Florence, Genoa

1329–1330 **Riga Submits to the Order** · Riga

1330–1336 **Catalan–Genoese War** · Barcelona, Genoa

1331–1333 **Jena Passes to the Wettins** · Jena

1332–1333 **Scania Passes to Sweden** · Stockholm, Visby

1332–1340 **Denmark without a King** · Hamburg, Lübeck, Rostock, Stettin + 2

1333–1334 **Arno Flood** · Florence

1333–1334 **"Lo mal any primer" in Catalonia** · Barcelona

1333–1334 **Failed Harvest in Castile** · A Coruña

1336–1337 **English Wool Embargo against Flanders** · Antwerp, Bruges, London

1336–1338 **War between Portugal and Castile** · A Coruña, Lisbon

1337–1341 **Outbreak of the Hundred Years' War** · Bordeaux, Bruges, London

1338–1340 **English Wool Staple at Antwerp** · Antwerp

1339–1340 **Simone Boccanegra First Doge** · Genoa

1340 **Battle of Sluys** · Bruges

1340–1342 **Battle of the Río Salado** · A Coruña, Barcelona, Lisbon

1340–1341 **Königsberg Joins the Hanse** · Königsberg

1341–1342 **Voyage to the Canaries** · Lisbon

1342–1343 **St Mary Magdalene's Flood** · Bremen, Hamburg, Herford, Jena

1342–1343 **Rule of the Duke of Athens** · Florence

1342–1346 **Thuringian Counts' War** · Herford, Jena

1343–1344 **St George's Night Uprising** · Novgorod, Reval, Riga

1343 **Holy Year Proclaimed** · Rome

1343–1344 **Peace of Kalisz** · Danzig, Königsberg

1343–1344 **Privilege for the Merchants in Bergen** · Bergen, Lübeck

1343–1346 **Bankruptcy of the Bardi and Peruzzi** · Florence, London

1343–1346 **Break with the Golden Horde** · Barcelona, Bruges, Florence, Genoa

1344–1345 **Earthquake in Lisbon** · Lisbon

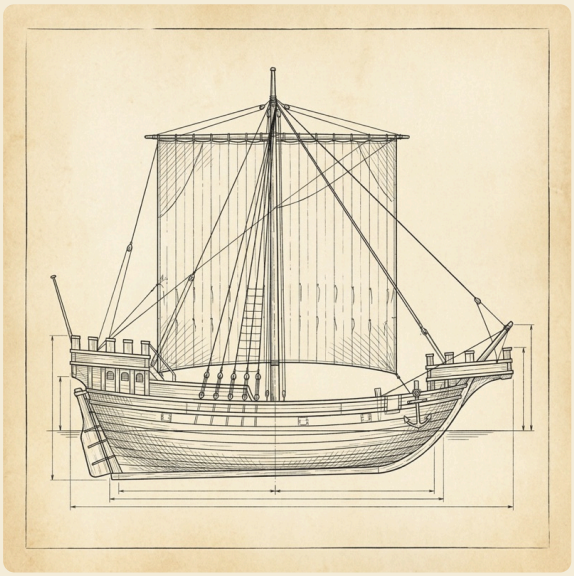
1346–1347 **Denmark Sells Estonia to the Order** · Reval

1347–1349 **The Black Death** · Barcelona, Bergen, Bordeaux, Bruges + 5

My Ledger

TOWN	GOOD	BUY	SELL	DATE

Some pages of this book are missing. Whoever lingers long enough at the right chapter of the game's handbook will find them.



MasterTrader — a trading simulation for iPad.

Paid once: no ads, no in-app purchases, no subscription, offline, no data collection.

martinzoellner.de/mastertrader

© 2026 Martin Zöllner IT Solutions · Apple and iPad are trademarks of Apple Inc.