THE POSITION OF AZADMERE
in Hârnic mining, manufacturing and trade

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Introduction

The ca 5,000 Khuzdul living in the city of Azadmere form the urbanized craftsman elite of Hârn. This is possible because of two things: precious minerals and monopolisation of skills. There is likely a third thing also: a Khuzan cartel manipulating the production in order to keep demand and thus prices high. The Khuzdul sit on gold and jewels, they are the best ones to refine and work them and let no-one else to learn their skills, and they rather sell only the amount they *need* to sell in order to obtain the goods they *need* from the wider world.

This situation is very alien to medieval Europe, where mining and craftsmanship usually took place in societies wide apart. Gold, silver, copper, amber and precious stones usually travelled hundreds, even thousands of miles before they reached centres of craftsmanship. Centres of ore production, like northern Balkans or the Carpathian Mountains, had only a couple of prosperous towns, few of which were known of producing any fine products. The precious ores mined there travelled to the European centres like Brugge, Nurenberg and Venice where the specialised craftsmen lived.

The position of the Khuzdul of Azadmere as both producers of the ore and producers of the refined, finished goods calls for attention. How does this affect the position of the Khuzdul in Hârnic production and trade?

Documentation

This situation is alien enough that it actually has an overwhelming influence in how we should see the economic landscape of eastern central Hârn (Azadmere, its human-inhabited countryside, and its immediate market, Kaldor). To trace the role of the Khuzdul in general, we need to find out many people are employed in different manufacturing professions, and how do the numbers of Khuzan artisans compare to that of human artisans?

In order to do this comparison, we need the percentages given in the Occupation Generation Table (OGT, HM I, Character 3) and rough estimates of Khuzan and human population (Harn 3, HarnDex). Together, this data allows us to compare the actual numbers of professional craftspeople of the two different races.

In the following, I have calculated the number of Khuzan professionals in the city of Azadmere, and the number of human professionals in general. I've assumed that one third of the Khuzan population in Azadmere actually work in the professions, two thirds being women, young and old unable to work as professionals. For humans, I've assumed that one fourth of the population actually work in the professions, three fourths being non-professionals. The assumptions are based on what we know of Khuzan and human reproduction, longevity, society, working customs and craftsmen's values (HârnDex: Khuzdul). Naturally, many women and young help and support the actual professionals in their work, but our emphasis is now on (guilded) professionals.

The numbers thus generated are compared in the ⅓ to ¼ column, which produces the percentage of Khuzan professionals in the combined number of Khuzan and human professionals on Hârn. Thus, it answers the question of what proportion of all the professionals of Hârn are Khuzan.

It might be possible that my guesses on the proportion of actual professionals is too low for the Khuzdul, and too high for the humans. (I don't think there's an error margin in the opposite direction.) I've thus made another calculation (not shown), where one half of the Khuzan population in Azadmere actually work as professionals, but only one fifth (one per household) of the human population do the same. The numbers thus generated are compared in the ½ to 1/5 column.

Finally, I've made yet another calculation where I compare the proportion of Khuzan professionals with the total number of Khuzan, Jarin and Kaldorian professionals in Azadmere and Kaldor (a population of roughly 21 % of the total civilized human population of Hârn). The final K–A column shows what percentage of professionals in the Kaldor-Azadmere region are Khuzan.

	Khuzdul		Civilized men		---------- Comparisons ----------		
Profession	**OGT**	**5.000 x ⅓**	**OGT**	**640.000 x ¼**	**⅓ to ¼**	**½ to 1/5**	**K–A region**
Scholar/Tutor	3.9 %	65	0.1 %	160	**29 %**	43 %	**66 %**
Toymaker	2.0 %	33	0.1 %	160	17 %	28 %	**50 %**
Scribe	1.2 %	20	0.2 %	320	6 %	10 %	23 %
Arcanist	2.9 %	48	0.4 %	640	7 %	12 %	26 %
Clothier	2.0 %	33	0.3 %	480	6 %	11 %	25 %
Glassworker	1.0 %	17	0.2 %	320	5 %	9 %	28 %
Harper/Skald	2.5 %	42	0.2 %	320	12 %	20 %	**38 %**
Innkeeper	2.0 %	33	0.4 %	640	5 %	9 %	20 %
Jeweller	9.0 %	150	0.2 %	320	**32 %**	47 %	**69 %**
Lexigrapher	2.5 %	42	0.2 %	320	12 %	20 %	**38 %**
Locksmith	1.8 %	30	0.1 %	160	16 %	26 %	**57 %**
Mason	10.0 %	167	0.3 %	480	**26 %**	39 %	**62 %**
Mercantyler	3.0 %	50	0.6 %	960	5 %	9 %	20 %
Metalsmith	8.0 %	133	0.8 %	1280	9 %	16 %	**33 %**
Miner	13.9 %	232	0.3 %	480	**33 %**	48 %	**70 %**
Physician	0.9 %	15	0.1 %	160	9 %	15 %	**40 %**
Weaponcrafter	6.5 %	108	0.2 %	320	**25 %**	39 %	**62 %**

The numbers are telling. It should be noted that the numbers I use in the following are from the ⅓ to ¼ column, and thus "kind" to the humans. If we take the percentages given in the ½ to 1/5 column, the Khuzan dominance would be even stronger.

Interpretation of the data: Culture

Almost one third (29 %) of scholars and tutors in the Khuzan/human and human realms are Khuzan. Every third teacher on Hârn is Khuzan. This clearly shows the supremacy in knowledge and learning the Khuzdul possess in comparison to men. It should be expected that every man able to pay a Khuzan teacher tries to get one. In the region of Kaldor-Azadmere, two thirds of the scholars and tutors are Khuzan. The Khuzdul have a virtual monopoly on higher learning in Kaldor. In addition, full 40 % of the physicians are Khuzan.

On the other hand, if we expect that the Khuzdul keep to themselves, we come to the conclusion that Azadmere is a scholar society, where teaching is available and efficient. Because the number of Khuzan young at schools is a fraction of the total population, the proportion of teachers to students is something unimaginable in the human kingdoms.

Of harpers/skalds and lexigraphers in the Kaldor-Azadmere region, one third are Khuzan. Here we can see the promoted status of Khuzdul in explaining the world and producing written memory. If the Khuzdul are the leading authorities of storytelling and remembrance, we end up with a Kaldor where men to a large degree consume Khuzan culture. We must ask if the 20 scribes in Azadmere, 23 % of all the scribes in the Kaldor-Azadmere region, perhaps record also human issues and correspondence. The proportion of the Khuzan toymakers again suggests widespread Khuzan cultural influence: The upper strata kids in Kaldor grow up playing with Khuzan toys, and in the process get accustomed to Khuzan sculptures and imagery.

In the context of learning and direction of influences, it should also be noted that one quarter of the arcanists in the Kaldor-Azadmere region are Khuzdul residing in Azadmere. Their total number, fifty or so, can be divided among Alchemists (10), Astrologers (5), Shek-P'varists (30) and other (3). Most of the Khuzan Shek-P'var specialise in Jmorvi enchantments (HM I, Shek Pvar 1), but in Azadmere there might be one or two smaller chantries specialised in other convocations. Nevertheless, the Jmorvi chantry in Azadmere must be one of the largest of its kind in all of Kethira. (Of course, we might imagine a structure different from humans: The Azadmere arcanists might stay among their family and peers, and not operate as chantries.)

Because of the secrecy of the arcane arts and the fragmented nature of the Guild of Arcane Lore, there is no necessary, active contact between the arcanists in Kaldor and those in Azadmere. If there is, however, the chantries in Azadmere must be important indeed. This is because of the ancient nature of the chantries, which must be thousands of years old, and also because of the ancient nature of the mages themselves, who can be 200–300 years old. Khuzan mages and archmages can achieve levels of expertise unimaginable for lesser mortals. If human arcanists are aware of the studies and activities of the Khuzdul, especially Jmorvi Shatia-Mavari must consider them in awe. Jmorvi activity also involves the Khuzan theoretical and spiritual tradition in manual crafts.

Interpretation of the data: Crafts

In the complex of professions connected to mining and smithing, the Khuzan dominance is staggering. 33 % of all miners on Hârn are Khuzan. *A third of the mining activity on Hârn is carried on in and under the city of Azadmere!* In the smaller Kaldor-Azadmere comparison, 70 % of the miners in this region are Khuzan. We must imagine that the Khuzan expertise totally dominates in the local guild politics – to a degree where the Khuzan have a say on what is mined in Kaldor, when, and in what quantity. This is effective cartelisation and nepotism: Promoting ones own family and friends, closing out potential competitors. Naturally, this process is hidden in the connections between the crowns of Azadmere and Kaldor. But as the king of Kaldor has a supreme authority in where mines can be opened, and as he is under the influence of Khuzan gold, we can see the pattern.

The proportions and their social repercussions for jewellers and the Jewellers' Guild are similar to the miners. Also here Khuzan dominance is immense. If we look at the major sources of precious metals on Hârn, only the silver mines in Tharda are outside of Khuzan dominance. Because the Khuzdul dominate the major sources of precious metals and jewels, they naturally command who can use these resources. For gold and jewellery, the Khuzan dominance is so total that it covers not only Hârn but also portions of the western mainland Lythia. This is not only a cartel, it is a guarded monopoly. This monopoly is made only more efficient through the fact that the Khuzdul probably never export gold ingots, but always finished products, the famous Khuzan Gold Crowns included.

The Khuzdul seem to command knowledge of the skills needed for finer jewellery. We can imagine that human master jewellers are mostly schooled by the Khuzdul. The Khuzdul, through guild politics, have

a say on who is schooled, and thus they have controls on the number of human jewellers. Naturally, the Khuzdul cannot 100 % control who learns the skills once they have been passed to humans. This must mean that they are forever reluctant to explain their finer methods to any human. They need to keep something to themselves in order to control their dominance and cartel.

Weaponcrafting and lock building are less dominated by the Khuzdul, but they still have totally disproportionate slices of the trades – thus, they also have a say in guild politics. In Kaldor-Azadmere, the Khuzan influence is almost as strong as in the case of Miners' and Jewellers' guild. Here the mere output of Khuzan apprentices and journeymen might seriously challenge the market of professional human weaponcrafters. We can imagine that the Khuzan influence grows less the further away from Azadmere we move, but still has an echo deep in Venarive.

The Khuzan dominance in masonry, especially in the Kaldor-Azadmere region, has been anecdotally noted in the sources. The percentages given here merely support the notion: Finer stone building in Hârn, and especially in central eastern Hârn, is probably very much the realm of Khuzan masters (and even journeymen). What is interesting is that the OGT effectively generates only one or two miller/millwright Khuzdul. The Khuzdul do not seem to have an interest in this source of energy, or then the one mill in Azadmere is a huge complex. Or perhaps the Khuzdul utilise steam power and employ magical automation, controlled by the Jmorvi Khuzdul in Azadmere?

Khuzan trade

All this toying with percentages and Khuzan dominance in human affairs warrants one question: Do the Khuzdul actually mingle with humans at all?

Here the Khuzan mercantylers are the key. Merchandise is social activity where knowing the market – and preferably dominating it – and knowing the fellow merchants and potential customers is paramount. As the highly specialised economy of Azadmere cannot find markets to all its products in the near vicinity, the Khuzdul need to trade abroad. The nature of successful trading is to grow and encroach ever further. To assure and guard their profits, the Khuzdul must travel in the human realms, or humans must enter Azadmere. The huge number of innkeepers in Azadmere (33, or 20 % of all innkeepers in the Kaldor-Azadmere region) suggests that Azadmere is a cosmopolitan centre.

There are clear benefits ready for the reaping for the Khuzdul if they can command the trade in quality metal tools and jewellery in eastern Hârn – and up to the mainland of western Lythia. Given the prospects, the time and the present high number of Khuzan merchants, it seems the Khuzan should have been around for a long while. In the Kaldor-Azadmere region, one merchant in five is Khuzan. Even if the big merchants would choose to stay in Azadmere, the number of merchant letters, usury notes, real money, runners, representatives, teamsters, guards and spies the Khuzan merchandise produces and employs is felt in the regional economy and guild politics.

Given the cartelisation of Khuzan mining, fine metal industry and jewelcraft, the Khuzan merchants operate from a position of power. While they cannot command trade flows outside of their reach, such as fur or wool trade, they do have a very real and dominating presence on the metals, tools and jewels market. However, their domination of the Kaldor market might be too exaggerated here, because Kaldor probably cannot buy all the Khuzdul have to sell. Thus the Khuzan merchant networks are, to a large degree, *built to pass Kaldor* and connect into Melderyn and Lythian mainland.

Conclusion

Because of the local mining, refining and forging industry, Azadmere stands apart of the other production centres of Hârn. The Khuzdul have built a one of a kind powerbase by dominating both the original mining and the crafting of up to the finest finished products. Khuzan metallurgy (weaponcraft), jewellery and masonry are the best seen in Hârn and western Lythia. The Khuzdul export the products, and to a degree even the skills, but they jealously guard the more advanced knowledge that is their key to success.

Because of the combination of production and skills, the Azadmere families dominate the specialised guilds in central eastern Hârn, and have some influence in the south western and south eastern ends of the island, and even up to the mainland Lythia. This dominance is epitomised in the highly successful and ages old Khuzan merchant houses, which see Kaldor as a secondary local market and instead aim to the more lucrative markets of western mainland Lythia.

Just as an example, the pacification of Oselmarch is probably a Khuzan idea. Kaldor itself has little to trade with Melderyn, and they need little from the Lythian mainland. An obstacle along the route couldn't bother them very much, especially when the (human) costs of removing that obstacle are staggering. The Khuzdul, however, are very interested in pacifying their vital trade route. All the better if the Kaldorians will do it for them. They have the gold to pay the Oselmarch Army. As long as the only real source of gold for the king of Kaldor is Azadmere, Kaldor is likely to support Khuzan regional politics.

Excursus: The Melderyn embargo

With this understanding of the position of Azadmere in the eastern Hârnic trade system, we can venture to ask an obvious question: What is the relation of the Azadmere trade to the Melderyn embargo on goods brought into Hârn?

The answer must naturally not be a simple one, as the embargo is likely to have many reasons and ends. For example, the king of Melderyn should naturally want to maximise his revenues, and the Council of Eleven might truly try to cut Hârn off from "bad" or "too advanced" influences. The issue could be largely domestic, the embargo being raised to control local Medlerynic small-craft shipping that would normally bypass Cherafir and any toll stations.

In addition to these active and "high" goals, the embargo might also be a way of fighting the Khuzan dominance of trade. Should the Khuzdul find a port closer to Azadmere (and should the foreign shippers come to like this port), they would have less of a reason to transport their goods to Cherafir. Thay, for example, is much closer, the coast directly east of Azadmere even more so.

The importance of the Azadmere trade is huge for Cherafir. On a large scale, Hârn exports wild beasts (Peran), wool (Kanday), whale oil (Orbaal), glasswares (Evael), plus jewellery and metalworks (probably mostly weapons, from Azadmere) (Lythia 4). Of these, wild beasts are a speciality rather than a product of quantity. The international market for monsters tends to be narrow, and there are also other sources for the product. Wool and whale oil are both produced closer to the mainland markets, so that even here the position and accumulation of the Hârnic trade are not that secure, and prospects are likely wavering.

Thus the most lucrative Hârnic exports are those produced by the Elder Races. Of these, the Sindarin possess a harbour and good sailing skills, and can bypass the Melderyn embargo at ease, should they want to. The Khuzdul, however, are depending on the shipping available in Melderyn (Cherafir, to a smaller degree Thay). The situation is blatantly clear, and very awkward to the Khuzdul: They produce probably the most important export goods of Hârn – and thus of Melderyn – but are totally dependable on shipping from the Melderyn ports. In addition, the Khuzdul are likely to have a closed cartel for their products, bypassing non-lucrative local markets and thus bypassing local merchants' interests. This is a situation where the merchants of Cherafir might have petitioned the king for intervention.

What trade could be an easier target for the Melderyni? An embargo for imports is a cunning solution: It doesn't target the Khuzan exports, and it seems to be the same for everyone. However, if we look at who produces the most, and who is most dependable of imports, it seems Azadmere has the most to lose because of the embargo. The clever Melderyni of course direct their embargo to imports, but by doing so they rise the price the Khuzdul and their trading partners have to pay along the route. Along the classic planning of pre-industrial taxation the Melderyni embargo targets goods secondary to its own markets, but vital to a guarded market dominated by a foreign cartel.

Because the products of Azadmere cannot find a wide enough market in Hârn, the Azadmere trade will happen. All the Melderyni have to do is sit in their coastal patrol craft (sic!) and toll stations, and collect the money.