

Master Gancio,

*We spoke last summit about the Pallas Docks. Certain confidential arrangements were discussed which I took back to my Prince. We discussed the matter and made contact with the Gjullit Family in the Sarcophan Delves, as per your recommendation. Discussions there were especially fruitful, but they have led to a significant change in plans which you will doubtless already be aware of. The deal that is coming from the Gjullit family is our deal, and if you wish to take advantage of it, you will need to see that the deal is accepted. I understand that plans may have to change quickly on your part, and apologise for any inconvenience. As I have no doubt you are aware, in the world of international business, things change quickly.*

*I also wanted to add something on a practical level. When we spoke, you expressed surprise that passing goods through the Sarcophan Delves would lead to a great increase in costs due to their policies on tariffs and taxes. I can see where the misconception came from, but I feel that it would be worthwhile to clarify the situation.*

*Practically speaking, the primary cost of transporting large-scale goods internationally are logistical rather than bureaucratic. Most ships are inadequate for the task of carrying unprocessed Weirwood, so specialist ships must be hired. Specialist ships require specialist crews, and specialist crews need to be paid more. The cost of hiring a ship and paying its crew is determined by the length of the voyage before being multiplied for*

*specialist skills, meaning that a journey that is twice as long will cost twice as much. Transporting goods via the Sarcophan Delves approximately doubles the travel distance, with a commensurate rise in costs. On top of this, nobody in the Sarcophan Delves is going to let us use their name and reputation for a small cut. They want serious profits, or there can be no deal. Such is life in the Delves.*

*I hope that this clarifies some things, and that it can help with future trade negotiations. Believe me when I say that every corner that can be cut is already being cut as close as possible. But while the risks may be significant, the potential rewards are just as great. Is that what you would call Prosperity, or am I getting it confused with Audacity? I am not overly familiar with such matters.*

*Regards,*

*Hanus Kovac, Secretary to Prince Stefania Reznik*