Trading

in

Entropia Universe

A Beginner's Guide to Successful
Trading in Entropia Universe

by

David Lim

Table of Contents

Table of Contents

Introduction

My name is Achilles Abe Alberich and I arrived on Planet Claypso in October 2006. It was a very different place from what it is now. Back then, MindArk has yet to incorporate the CryEngine into their software, so the graphic quality was a little grainier, especially if you are used to the higher graphic settings of today. If memory serves me correctly, Twin Peaks was just starting up and Port Atlantis was the main trading hub then.

The first thing I do when I arrived was to get all the teleporters. There were no vehicles then, so I actually ran, swam or revived to every single one of the teleporters. I got stuck many a time at some far flung outpost, with atraxes and atroxes keeping me company. I never called for help, just running as many of those mobs as I can to the turret, until I could find a path through them to civilization.

Those were simpler times, and it was fun. It was literally a new world, and I was the intrepid explorer, determined to explore every nook and cranny of this brave new world. I actually look forward to getting killed, so that I can revive at another new and strange place with strange new creatures.

If you can have a childhood in Entropia, then that was my childhood. But I had to grow up. So I decided it was time to make a few PED in Entropia. I first thought of trading at the auction. But when I found that the minimum auction commission was 0.5 PED, I

Introduction

thought that that was too high and that it would be very difficult to make a consistent profit.

After deciding not to trade, I tried my hand at hunting, mining and even crafting. I would also deposit small amounts when my PED balance ran low, and did quite a bit of sweating for a few additional PEDs.

I had some successes in all of the professions I tried. I racked up quite a few globals, and even a few HOFs. I would always rejoice when I see the golden swirls, and look forward to seeing how much I had won.

I remember mining runs at places where I won't meet a single soul, hitting global after global until my avatar was so overloaded that it can only walk.

And once, I even globalled without the trademark swirly. I was crafting Alekz Precision Scope, I think, and was rewarded with a limited blueprint worth less than 1 PED. But the auction markup was great and I managed to sell the blueprint for a few hundred PED!

Somewhere along the way, probably because I needed to sell the stuff I looted, mined and crafted, I took a second and more serious look at trading. I found that the 0.5 PED commission in the auction that stopped me the first time round was manageable. So long as I bought at not too high a price, and sold at not too low a price, and choose properly the items and resources to trade, I found that I was able to turn a consistent profit just buying and selling at the auction.

So, in time, trading has become my sole source of profit in Entropia, and my main activity. I find that I no longer need to deposit any money, with my trading profits sponsoring my hunts and occasional mining run, and even more occasional crafts. I'll use any spare PED to buy CLDs, in an attempt to grow a passive source of income.

Introduction

And what do I see in my future in this brave new world?

I would probably continue to do when I am doing now, and look for additional profits opportunities in Entropia. I am starting a [blog](#) about trading and making money in Entropia, along with a few ebooks to promote the blog. I also hope to buy more CLDs, so that I can have more passive income.

Chapter 1

Should You Start Trading in Entropia Universe?

It has been said that Entropia Universe is what you make it out to be. It can be your business, your playground or your social platform. There are those who met in this virtual world, and then became fast friends in real life. There is even a couple, Karen and Jetze, who met online in 2011, and actually got married in real life, even though they were living on different continents.

And then there is Jon "Neverdie" Jacobs, an actor cum entrepreneur, who mortgaged his home and bought a virtual asteroid for US$100,000 in 2005, and sold it 5 years later for US$635,000.

There is, of course, the rest of us, who play Entropia Universe for all of the above. We socialize a little, have some fun shooting mobs and curse at MA for the poor loots while secretly hoping to hit the big one some day.

If you are reading this, I daresay that while you are having fun playing, you are also looking at Entropia as a business opportunity. You are considering a business as a trader here in Entropia. You may or may not have done any kind of trading before, but are lured by the promise of some easy cash or the prospect of earning a consistent income.

Chapter 1: Should You Start Trading in Entropia Universe?

Well, I have been a trader here for a few years. While I am not raking in the big bucks, I am generating a small but consistent income that can support my play and still have some PED left for a little savings and the occasional withdrawal.

So, what can I tell you about being a trader here in this universe?

Let me start by stating that trading is simply not buying at a low price and selling at a higher price. While this might be true of trading at its most basic level, actual trading is a lot more than this and if you expect to simply buy low and sell high the whole day long, you will either be out of business soon or not performing well at all.

Profits as a trader is also not as good as other players might think. I would usually buy ores and enMatters at 1% - 2% lower than the lowest buyout at the auction and sell at 0% - 4% higher than the lowest buyout. My percentage profit would be an average of 3.5%, which is rather poor by everyday standards. But once you take into account the auction commission, I would make only about 1% - 2% profit on each trade.

In other words, if I were to buy a resource for 300 PED, I would probably make only about 3 - 6 PED on the trade.

An aptitude for maths helps too. For example, if you are buying sweat and Force Nexus, making Mind Essence and selling it at the auction, you are going to have to do the following:

- Buy sweat at x PED per thousand bottles of Vibrant Sweat.
- Buy Force Nexus at y% markup.
- Refine Force Nexus and Vibrant Sweat into Mind Essence using a refiner, taking into account the cost of refining in terms of the decay of the refiner.
- Take into account the variable auction commission to determine the price you need to sell your Mind Essence at the auction to get your desired profit.

Chapter 1: Should You Start Trading in Entropia Universe?

Computing the various costs of the resources and the production cost of the final product along with the auction commission and profit target is complicated by the different ways of representing cost so you will need to be meticulous in order to derive the correct cost and find a way to verify that your calculation is correct.

Once you have determined the various costs, you would probably want to put it together into a spreadsheet so that you can easily manipulate the quantities as needed. As such, knowing your way around an Excel spreadsheet would also be a useful skill.

As you can see, being a trader in Entropia Universe is not just about buying and selling. You are going to have to do some work, and use a little ingenuity and take a little time to figure out how things work before you can start making some money. You are probably not going to make a lot of money but you should be able to fund your play in Entropia Universe or supplement your real time income.

If this sounds like it's right down your alley, or if you would at least like to give it a try, read on.

Chapter 2

The Entropia Universe Auction

Before we get into the actual buying and selling, it is important to know the mediums through which you buy and sell, the avenues through which you can communicate with the buyers and sellers and the channels through which you can source for new buyers and sellers.

This chapter deals with the Entropia Universe auction, one of the main mediums of buying and selling in Entropia. It is accessed through numerous avatars and terminals stationed at city centers, outposts, teleporters and other locations with a lot of traffic.

Figure 2.0.0   The Auctioneer in Calypso

Figure 2.0.1   The Auction Terminal in Arkadia

2.1 The Auction Commission

The very first thing you need to know is the commission for listing your items at the auction. This commission is charged whether or not your item is sold, so be sure to list at prices that are meant to sell.

Note that the auction commission is charged to the seller only. If you are buying at the auction, you do not pay any commission.

The auction commission is as follows:

$$\text{Auction Commission} = 0.5 \text{ PED} + (99.5 \times MU) / (1990 + MU)$$

where MU is in PEDs

In other words, there is a minimum commission of 0.5 PED, if you sell your item without markup. If you sell with markup, you pay an additional variable commission of at most 5% of the amount of the markup, with the 5% getting lesser as the amount of the markup gets larger.

In addition, the auction commission charged is based on the minimum bid price of your listing. If your auction sells at more than the minimum bid price, the auction commission would actually be based on the sale price and you would be charged the difference at the close of the auction.

For example, let's say you want to sell a Quad-Wing Interceptor with a TT value of 42 PED at 130 PED. You start an auction with a minimum bid price of 120 PED with a buyout at 130 PED. Details of your auction would be as follows:

Item:	Quad-Wing Interceptor
TT Value:	42 PED
Min Bid Price:	120 PED
Buyout Price:	130 PED

Markup (Based on Min Bid Price):   78 PED
Markup (Based on Buyout Price):   88 PED
Auction Fee (Based on Min Bid Price): 4.25 PED
Auction Fee (Based on Buyout Price): 4.71 PED

So, on listing, you will pay a commission of 4.25 PED. At the end of the auction, if your item sold at the buyout price, the auction commission charged is actually 4.71 PED. You account will be charged with the difference of (4.71 – 4.25) PED or 0.46 PED.

To give you a better idea of the commission charged with various values of markup, I have tabulated various values of markup, along with the corresponding auction commission.

Markup (PED)	Fixed Commission (PED)	Variable Commission (PED)	Variable Commission Percentage (%)	Total Commission (PED)
1	0.50	0.05	5.00	0.55
5	0.50	0.25	4.99	0.75
10	0.50	0.50	4.98	1.00
50	0.50	2.44	4.88	2.94
100	0.50	4.76	4.76	5.26
500	0.50	19.98	4.00	20.48
1000	0.50	33.28	3.33	33.78
5000	0.50	71.17	1.42	71.67

2.2 The Auction Window

Double-click on any auctioneer and you will open the auction window shown in Figure 2.2.0.

You should easily be able to find your way around the window so I'd just briefly mention the main features and highlight the bits that you, as a trader, would be interested in.
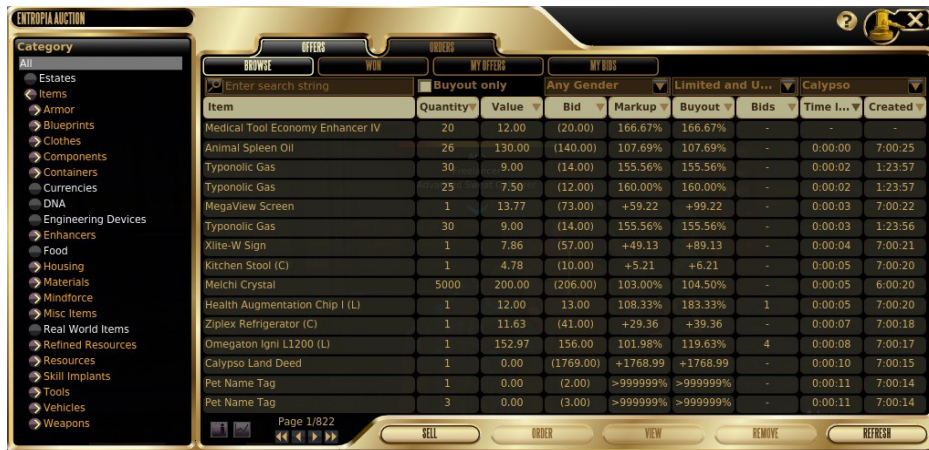
Figure 2.2.0   The Auction Window

2.3   Left Menu

Figure 2.3.0   The Left Menu of the Auction Window

On the left of the auction window is a menu which lists the main category of all the items that can be listed in the auction. Click on the main category and you can drill down into the sub-categories, is any.

When you select a main or sub-category in this menu, only the items in the category that you selected will be displayed.

Don't worry if you get lost or

can't find the item you are looking for as there are a lot of categories. Just keep browsing through all the categories and sub-categories and you'll get the hang of it in no time.

To help you out, I have listed out some common items and their categories below.

Items	Category
Animal Oils - Animal Eye Oil, Animal Muscle Oil, Animal Thyroid Oil, etc	Items - Materials - Animal Oils
Combat Token	Items - Currencies
Deeds - Calypso Land Deed, Arkadia Underground Deed and Compet Deed	Estates
Diluted Sweat	Items - Materials - Natural Materials
EnMatter - Alicenies Gel, Garcen Lubricant, Melchi Crystal, Oil, Typonolic Gas	Items - Refined Resources - EnMatter Elements
Fruit - Bombardo, Caroot, Haimoros and Papplon	Items – Food
Hides - Animal Hide, Soft Hide, Fine Hide, etc	Items - Materials - Natural Materials
Laser Sights and Scopes	Items - Weapons - Weapon Attachments
Mind Essence	Items - Mindforce - Mind Essence
Mining - Excavators, Finders, Refiners	Items - Tools - Mining
Ores - Belkar Ingot, Cumbriz Ingot, Gazzurdite Ingot, Iron Ingot, Narcanisum Ingot, Zinc Ingot, etc	Items - Refined Resources - Metal Ingots

Paint Cans	Items - Materials - Paint Cans
Skins - Snablesnot Skin, Combibo Skin, etc	Items - Materials - Natural Materials
Space Thruster (L)	Items - Engineering Devices
Stones - Brukite, Kaldon, Nissit and Sopur	Items - Materials - Natural Materials
Unrefined EnMatter - Crude Oil, Force Nexus, Growth Molecules, Lytairian Dust, Sweetstuff, etc	Items - Resources - Raw Energy Matters
Unrefined Ores - Alferix Stone, Caldorite Stone, Hansidian Rock, Kanerium Ore, Zanderium Ore, etc	Items - Resources - Mineral Ore
Vehicle RK-5 (L)	Items - Tools - Misc Tools
Weapons - Knifes, Blades, etc	Items - Weapons - Melee
Weapons - Rifles, Pistols, Machine Guns, etc	Items - Weapons - Ranged
Wools - Thin Wool, Wool, Fine Wool, Daikiba Wool, etc	Items - Materials - Natural Materials

Do note that there are some items like Vibrant Sweat that can't be listed at the auction.

2.4 The Offers Menu

Right at the top of the auction window, there is a menu consisting of 2 buttons – the Offers and Orders buttons.

When you select the Offers Button, the Browse, Won, My Orders and My Bids buttons will be displayed as shown below:
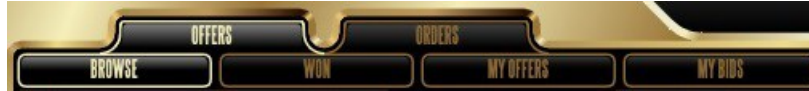
Figure 2.4.0   The Offers Menu

The buttons will perform functions as follows:

The Offers – Browse Button

This is used to browse the offers on auction. You can browse using various selection criteria to be explained below, and you can also select the category to browse using the category selection on the left menu.

The Offers – Won Button

Selecting this button will display all the auctions that have been won by you.

The Offers – My Offers Button

This button displays all the offers that you have on auction. As a trader, you might want to note that every player has a limit of 30 auctions per planet or sector at any one time.

The Offers – My Bids Button

This will list all the auctions that you have bid for but have not won. It will also include all the unexpired auctions in which you have been outbid.

2.5 The Orders Menu

When the Orders Button is clicked, the Browse, Available and My Orders buttons will be shown:

Figure 2.4.1   The Orders Menu

The functions of the buttons are as follows:

> **The Orders – Browse Button**
> The Orders – Browse Button will list all the orders from other Entropians that has not yet been fulfilled.
>
> **The Orders – Available Button**
> The Orders – Available Button will show you all the items and resources for which orders can be placed.
>
> **The Orders – My Orders Button**
> This button will list all of your orders that have not yet been fulfilled.

2.6 The Filter Menu

This menu is immediately below the Offers and Orders Menu. This menu is used to filter the display auction or orders listing.
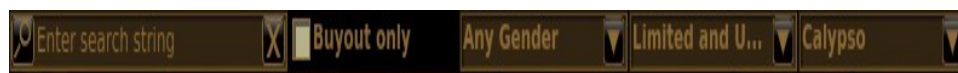

Figure 2.6.0   The Filter Menu

You can use this menu to filter the listings in the following way:

> **Search Box**
> You can manually input the search string here.

Buyout
You can specify whether to view all auctions or just auctions with a buyout price specified.

Gender
This is mainly for clothes and armor, which are gender specific. You can filter to display male and female, male only and female only.

Limited and Unlimited
You can select to view all items, limited items only and unlimited items only.

Auction Sector
You can indicate which planet's or sector's auction you want to view. As of this writing, the following sectors are available:

- Global Auction
- Asteroid
- Calypso
- Crystal Palace
- Thule
- Monria
- Planet Cyrene
- The Hub
- Rocktropia
- Hell
- Next Island
- Ancient Greece
- Secret Island
- Planet Arkadia
- Planet Arkadia Underground
- Hunt The THING
- Planet Toulan

Chapter 2: The Entropia Universe Auction

The Global Auction is generally for items auctioned off by MindArk like Quad-Wing Equus and Compet Deeds.

Most of the auctions in their respective sectors are deserted with only the auctions on Calypso, Planet Arkadia and Rocktropia being quite active.

You can view the bids in your own sectors, as well as the bids in all the other sectors. You can start an auction in your own sector but not in another sector. You can, of course, place a bid in the auction sector that you are in.

Please note that if you are intending to deal in the auctions of a sector in which you are not located, there are some limitations:

- **Viewing Auctions.** You can view the auctions of your own sector as well as that of other sectors without limitations.

- **Starting Auctions.** You are, of course, allowed to start auctions in your own sector. However, you cannot start an auction in another sector.

- **Bidding on Auctions.** You are allowed to bid on the auction of your own sector as well as that of another sector. There are no additional fees for doing this. However, if you win another sector's auction, the item will not be automatically transferred to where you are. You will have a few options when you win the auction:

- Have the item transferred to you immediately, which will incur a minimum charge of 6 PED, depending on the weight of the item.
- Have the item transferred to you within a 12 hour period, which will incur a minimum charge of 2 PED, depending on the weight of the item.
- Leave the item on the sector's auction or storage. To collect the item, you will have to personally go to the sector. This would normally require travel through space, which means additional equipment, cost and possibly, risk.

The prices of exactly the same items can differ at the auctions of different sectors. This creates a trading opportunity which you can consider exploiting. Just be mindful that there may be costs and risks involved in moving your goods from one planet to another.

2.7 The Sort Menu

The Sort Menu is used to determine the order that auctions or orders display:

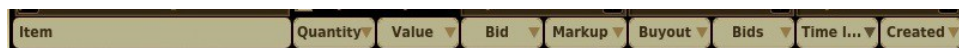| Item	Quantity▼	Value ▼	Bid ▼	Markup▼	Buyout▼	Bids ▼	Time I...▼	Created▼

Figure 2.7.0   The Sort Menu

When the Offers Menu is active, the following fields can be sorted:
- Quantiity
- Value
- Bid
- Markup
- Buyout

- Bids
- Time Left
- Created

When the Orders Menu is active, the following fields can be sorted:
- Quantity
- Max Markup
- Time Left
- Created

2.8 The Bottom Menu

Right at the bottom of the auction window is a menu consisting of 5 buttons. The buttons are the Sell, Order, View, Remove and Refresh buttons. The Retrieve Button appears in place of the Sell Button when the Offers - Won Menu is selected. They perform functions as follows:

Sell Button. Click on this button when you want to place an item on auction. This button will bring up the Sell Item Window.

Figure 2.8.0   Sell Item Window

Drag in the item you want to sell, set the auction price, the buyout price (if any), and the number of days that you want the auction to

run.

Click the Accept Button once you are done. Note that the auction commission will be deducted immediately and will not be refunded even if the auction does not sell.

Retrieve Button. Retrieves the item that you have won. You can also double click on the auction to perform the same function.

Order Button. The Order Button can only be clicked when the Orders - Available Menu is selected and an item on the list displayed is selected.

When the button is clicked, the Create Order Window is displayed as shown below.

Figure 2.8.1   Create Order Window

In this window, you can input the details of the order that you want to create like the markup at which you want to buy, the quantity and the number of days that you want the order to remain in effect. Do note that the funds required for the order will be reserved once you confirm the order and will not be available to you.

View Button. The View Button is used to view the details of an auction. Clicking on the button will open the View/Place Bid on Item Window with the auction's details.

Figure 2.8.2   View/Place Bid on Item Window

If you are the seller of the auction, you can only view the detail and are not allowed to place a bid.

If you are not the seller of the auction, there will be a section on the bottom right of the window where you can place your bid. Bid prices are in steps of 1 PED and no decimal points are allowed.

In other words, you can bid 10 PED or 11 PED, but not 10.5 PED.

Remove Button. This button can be used to remove any of your auctions that you have listed. Note that you are allowed to remove an auction only if nobody has bidden on it yet. The auction commission that you have already paid will not be refunded.

Refresh Button. This button refreshes the auction window.

Chapter 3

The Chat and Messaging System

The chat system within Entropia Universe is also another good medium through which to buy and sell your wares, and to get in touch with your customers. In the earlier days, it was just a chat window with separate colors for normal chat and trade chat.

In recent years, the chat has been upgraded with many features, and a messaging system similar to email has been added.

Many of the features of the chat system is not relevant to traders, so I would just highlight the features of interest:

Create a Custom Channel

Anyone can create a custom channel and get players to join that channel. Marketed properly, this can become your main avenue to trading in Entropia, and make your trading both effortless and profitable.

Help

This will list all the commands available and a short description of each of them.

List All Channels

This command will give you a list of all the channels available, with the number of members subscribed to the channel.

List All Members of a Channel

You can see the names of everyone who has subscribed to the channel. But please use the information responsibly and don't spam.

Whisper

You can use this function to send a private message to an avatar.

For your reference, I have reproduced below all the available functions of the chat interface:

- /afk : Sets the privacy status.
- /create : Create a new custom channel. Channel names must start with a number sign (#) followed by one or more alphanumeric words separated by dash (-) or underscore (_) characters. Examples: #fussball, #happy_family, #food-lovers.
- /custom : Change the current input channel to a custom channel.
- /deop : Remove moderator status.
- /dnd : Sets the privacy status.
- /emote : Makes your avatar perform the specified emote. Try /emote ? for a list of available emotes.
- /help : Use without parameter to list all commands or type /help <command name> to view information

      about a specific command.
- /ignore : Ignores an avatar. No chat communication from an ignored avatar is allowed.
- /invisible : Sets the privacy status.
- /invite : Invite someone to a private custom channel.
- /join : Join a public custom channel.
- /kick : Kick someone from a private custom channel.
- /leave : Leave a custom channel.
- /listchannels : Lists public custom channels whose names contain the given filter text.
- /listignored : Lists all ignored avatars.
- /listmembers : Lists all members of a channel.
- /listmuted : Lists all muted members of a private custom channel.
- /local : Change the current input channel.
- /mute : Mutes someone in a private custom channel.
- /officers : Change the current input channel.
- /online : Sets the privacy status.
- /op : Make someone a custom channel moderator.
- /pos : Create a position link with the current position in the input field.
- /return : Reply to a private whisper from someone.
- /rookie : Change the current input channel.
- /set : Sets a channels privacy status.
- /society : Change the current input channel.
- /team : Change the current input channel.
- /trade : Change the current input channel.
- /unignore : Removes the ignore status from an avatar.
- /unmute : Un-mutes a muted member of a private custom channel.
- /unmuteall : Un-mutes all muted members of a private custom channel.
- /whisper : Send a private whisper to someone.

Simply type "/help" into chat to view the above list.

3.1 Using the Chat System

The chat system is accessed through a chat window that is typically on the bottom left of the screen when you are running the Entropia Universe client or software.

Looking at the chat window, observe that there are several tabs at the top. These tabs allow you to select the chat box that you want to view.

Each chat box can be configured to display only the channels that you want to view. For example, you can have a chat box to view the bids and offers on the general marketplace, another chat box to communicate with your buyers interested in your offers, and so on.

To configure your chat box, right-click on the tab of the chat box. A menu will appear showing all the available channels, all the channels that you have joined and also an option to create new tab or chat box. Just select all the channels that you want to view in the chat box and you are done.

Each chat window can support up to 10 chat boxes but you can drag out a chat box to form a new chat window. What's cool about this feature is that your new chat window can also support up to 10 chat boxes so you should not have any issues with insufficient chat boxes.

To post to a chat box, simply press enter or click your mouse on the box. The cursor will appear for text entry but before you type, make sure that the channel name on the left of the cursor is correct. If not, click of the channel name, and a list of available channels will appear. Select the correct channel, type in your text and press enter. Your entry would have been posted to the channel that you have chosen.

One last thing about the chat system is that the chat messages can be logged. So, if you missed a message, or can't stay glued to the

computer screen the whole day, just enable chat logging and you can browse the messages at your leisure later. Remember that you have to be online for the chat messages to be saved.

To enable chat logging, just go to Main Options Menu – Options and select HUD. You should be able to find a tickbox to enable public and private chat logging. The chat files will be stored in text format somewhere on your computer. For me, the chat files are stored in the "..\Documents\Entropia Universe\" directory. The filenames for the public and private chat are chat.log and private_chat.log respectively.

3.2   The Message Center

The message center caters to various messages including messages between avatars. The messages can be sent regardless of whether the avatar is online. The avatar will be alerted of unread messages when he next logs on. The messages are stored and the recipient can reply to your message to create a conversation thread.

For your convenience, you are allowed to send the same message to a maximum of 10 recipients.

This is just a scaled down version of an online email inbox. You can send messages to other avatars and receive messages from other avatars, whether or not they are online. However, the features are rather limited, and the messages do get deleted after a while, so the messaging system should be seen as merely an extension to the chat system and not a full-fledged email client.

Chapter 4

Your Trading Capital

Before we start getting into the actual buying and selling, the last thing you will need to consider is your trading capital. If you have too much capital, you might tend to be over zealous and take risks when you shouldn't but too little capital would also be detrimental and limit your growth and profit potential. How much capital would provide a good balance between the two?

There is no right answer for everybody but let me consider it from the point of view of a trader who is just starting out. For that trader, I would say that a starting capital of 500 PED would be a good starting point. With this capital, you would be able to place some bids at the auction, buy a few batches of resources and items and still have some PEDS leftover.

A starting capital of 500 PED or USD 50.00 might seem a lot to invest into a game but if you are serious about making some money, it is a small price to pay to jump start your trading career and get a feel of the market so that you have a good idea if this is for you and its profit potential.

If you really can't or won't invest 500 PED, might I suggest at least 100 PED? Of course you can earn your trading capital in the game by sweating, but it's boring, takes up a lot of time and frankly, a pure waste of time. Your time is better spent understanding the market in Entropia, and looking for profit opportunities, whether in Entropia or elsewhere.

As they say, time is money. Your small investment either shortens the time it takes for you to get started or, if this is not for you, allows you to fail faster, so that you will not waste time here and move on.

Chapter 5

Trading in Entropia Universe

The market in Entropia, although dealing solely with virtual goods, still operates like a market, with its own particular idiosyncrasies, just like markets in real life. The key to profitable trading, to be able to buy and sell at a good price, would be a familiarity with the market's behavior, items and resources, so as to have a good idea of the market's future movement.

So, going straight to the point, the sections below will focus on specific characteristics of the market or media. Knowing these characteristics will help you to establish the fair price of an item, and aid you in buying or selling faster or more profitably.

5.1   Trading at the Auction

The auction is probably the most popular way of selling in Entropia. As such, if you are doing any kind of buying and selling, familiarity with the auction is a must. Do also remember to take note of the auction commission when you are selling.

Auction Buyout

Entropians are an impatient bunch. When they bid in the auction, they want their auction item or resource not 1 day later, or even 1

hour later, but they want it there and then. And they are willing to pay a little extra for it.

So, if you are selling at the auction, always include a buyout price. And if you are buying, a strategy would be to bid at a slightly lower price than the lowest buyout price for that item. There is a good chance that you will not be outbid as the bidders will buy at a higher buyout price to get their item or resource immediately.

Auction Bids are in Whole Numbers

In other words, you can bid at 10 PEDs or 11 PEDs but not at 10.5 PEDs or 10.2 PEDs. This actually opens up a good opportunity for you to buy small quantities of resources at a highly discounted price.

Take a look at the auction listing below:

Item	Quantity	Value	Bid	Markup	Buyout	Bids	Time I...	Created
Animal Muscle Oil	164	4.92	5.00	101.63%	-	1	0:05:33	0:18:26
Animal Muscle Oil	1000	30.00	31.00	103.33%	-	1	0:07:22	6:17:05
Animal Muscle Oil	3027	90.81	(94.00)	103.51%	104.61%	-	6:21:33	0:02:26
Animal Muscle Oil	4142	124.26	(130.00)	104.62%	104.62%	-	6:23:31	0:00:28
Animal Muscle Oil	8583	257.49	(266.00)	103.30%	104.86%	-	1:15:26	0:08:33
Animal Muscle Oil	4100	123.00	(129.00)	104.88%	104.88%	-	6:23:31	0:00:28
Animal Muscle Oil	5434	163.02	(169.00)	103.67%	104.90%	-	6:12:50	0:11:09
Animal Muscle Oil	9151	274.53	(288.00)	104.91%	104.91%	-	6:09:10	0:14:49
Animal Muscle Oil	33200	996.00	(1035.00)	103.92%	104.92%	-	6:06:00	0:17:59
Animal Muscle Oil	2223	66.69	(70.00)	104.96%	104.96%	-	6:21:18	0:02:41
Animal Muscle Oil	4001	120.03	(122.00)	101.64%	104.97%	-	6:23:42	0:00:17
Animal Muscle Oil	10891	326.73	(343.00)	104.98%	104.98%	-	6:02:21	0:21:38
Animal Muscle Oil	33275	998.25	(1038.00)	103.98%	104.98%	-	6:06:00	0:17:59
Animal Muscle Oil	11836	355.08	(373.00)	105.05%	105.05%	-	6:08:27	0:15:32
Animal Muscle Oil	6185	185.55	(195.00)	105.09%	105.09%	-	6:19:14	0:04:45

Page 1/17   SELL   ORDER   VIEW   REMOVE   REFRESH

Figure 5.1.0   Auction Bids are in Whole Numbers

The item is Animal Muscle Oil and lowest buyout at the auction is 104.61%. The first auction in the listing has a TT value of 4.92 PED. Someone has already bid 5 PED, which is 101.63%. Since

---

bids can only be in whole numbers, the next highest bid is 6 PED, which is 121.95%!

It is quite obvious that the guy who bid 5 PED would probably win the auction at the discounted price. So, do be mindful of this possibility when buying or selling so that you might just buy at a great price or not have your item sell at a heavy discount.

Larger Quantities Sell at Lower Markups at the Auction

Select a commonly traded ore or enMatter on the auction and sort the listing by "buyout" with the lowest buyout at the top of the listing. An example of such a listing is shown below:

Item	Quantity▼	Value ▼	Bid ▼	Markup ▼	Buyout ▼	Bids ▼	Time I...▼	Created ▼
Oil	18652	373.04	(376.00)	100.79%	101.06%	-	6:21:50	0:02:09
Oil	23120	462.40	(469.00)	101.43%	101.43%	-	3:15:35	3:08:24
Oil	45000	900.00	(905.00)	100.56%	101.44%	-	0:16:54	6:08:48
Oil	10000	200.00	(203.00)	101.50%	101.50%	-	6:11:01	0:12:58
Oil	60000	1200.00	(1210.00)	100.83%	101.67%	-	5:02:32	1:21:27
Oil	5500	110.00	(112.00)	101.82%	101.82%	-	6:15:00	0:08:59
Oil	7065	141.30	(143.00)	101.20%	101.91%	-	5:14:01	1:09:58
Oil	5001	100.02	(101.00)	100.98%	101.98%	-	6:14:35	0:09:24
Oil	10001	200.02	(204.00)	101.99%	101.99%	-	6:10:12	0:13:47
Oil	12886	257.72	259.00	100.50%	102.05%	1	1:03:55	5:21:47
Oil	4001	80.02	(81.00)	101.22%	102.47%	-	6:17:02	0:06:57
Oil	3011	60.22	(61.00)	101.30%	102.96%	-	6:14:07	0:09:52
Oil	2500	50.00	(52.00)	104.00%	104.00%	-	5:04:51	1:19:08
Oil	4469	89.38	(91.00)	101.81%	104.05%	-	6:14:47	0:09:12
Oil	2204	44.08	(46.00)	104.36%	104.36%	-	5:07:38	1:16:21

Page 1/11

SELL   ORDER   VIEW   REMOVE   REFRESH

Figure 5.1.1   Larger Quantities Sell for Lower Markup

In the auction listing above, the lowest buyout for oil is at a markup of 101.06% for a quantity of 18652 units. If you are looking for a lower quantity of, say, 2204 units, you will have to pay a higher markup of 104.38%.

This creates an opportunity in which you can simply buy a large quantity for a low buyout, and split it up into several batches to sell

at a higher buyout.

Note that this should generally be true for the more commonly traded resources in Planet Calypso's auction. Please do your homework as this might not be always true, especially for the less commonly traded resources, and for auctions not based on Planet Calypso.

Flooding the Auction...Don't

Know the item or resource that you are trading, and know also their typical volumes. There are many reasons that you might want to sell your item fast, but flooding the auction market, even if you are selling at a great price, usually does not help the item sell faster. Many buyers are users and not traders, so they will simply buy what they need but not much more.

In fact, many a time I have seen auctions expire with no buyers when crafters just fill the auction listings with their crafts, with no regard for the market demand.

If you want to sell items fast and you know that the auction does not have the demand for it, your best bet is to find a buyer through the Chat or Messaging System.

If you really want to try to sell through the auction, start by just listing just a few auctions, and wait for those to sell before starting a few more. Rinse and repeat. That way, you can be sure that you will not be stuck with tons of auctions with no buyers.

Lower TT Values of Unlimited Items sell for Higher Markup

I can tell you from experience that unlimited items with lower TT values sell for higher markup. For example, take Alekz Precision Scope. The full TT value is 34.00 PED and the weekly auction

markup is +3.20 PED. A scope with a TT of 5 PED might be able to fetch up to TT + 5.00 PED while you will be lucky to sell a full TT scope at TT + 3.00 PED.

I think the reason for this is that the buyer would have more PED left after buying the lower TT value scope and have more to spend on other items, so she doesn't mind getting less value for her PED.

Another reason could be that she can't afford the full TT scope and so is willing to pay a higher premium for the lower TT scope.

Note that this happens only for unlimited items and limited items would usually sell at their fair value.

Unrefined Ores and EnMatters

Most trades for ores and enMatters are for the refined version. As such, unrefined ores and enMatters tend to go for a lower price than their refined versions, even after taking into account the refining cost. And many listings of unrefined ores and enMatters tend to have low TT values, possibly allowing you the chance to win the auction at a heavily discounted price, as described in the section above.

Tip: If you are regularly refining ores and enMatters, it is advisable to get a top of the line refiner. They cost a little more than the TT or lower end refiners, but they do pay for themselves over the long run.

5.2   The Chat and Messaging System

The Messaging System in Entropia opens up a whole new dimension to your trading business. It is here that you can talk directly to your buyers and sellers, set up custom channels so that your message goes out only the the intended recipients and tap on

channels already existing for particular buyers and sellers.

Existing Chat Channels

There are already existing chat channels that you can use for your trading activities. A search of all chat channels that contain the keyword "trade" yielded more than 10 channels. Filtering out the channels with few members, you get the following channels:

- #arktrade - 3140 Members
- #calytrade - 3830 Members
- #cyrene-trade - 563 Members
- #cyrenetrade - 762 Members
- #rookietrade - 422 Members
- #trade - 3972 Members

You can join the channels and have ready buyers and sellers for your trades.

You can also search the channels with keywords specific to your trade strategy and you might just find a channel with a highly targeted audience for your needs.

Local and Trade Chats

The local and trade chats are channels that are visible to everybody in the immediate vicinity. The local chat is used for general chatting while the trade messages should be restricted to the trade chat.

The trade chat is very useful in places where traders gather. For trades of anything under the sun, Twin Peaks is the place to be. For sweat and sweat related stuff, you can try Nea's Place, Boreas and Port Atlantis. Those places are also good for selling gear for beginners.

Custom Chat Channels

You can actually create a custom chat channel. This is very useful especially if you have a lots of stuff to buy and sell and don't want to clutter up the general trade channels with your messages.

I would suggest setting up custom channels for the following purposes:

- Trades of highly specific groups of items like enhancers, socket components and paint cans.
- Discussions of a specific service that you provide.
- Any other type of chats that has high traffic and does not really belong to the general chat and trade channels.

Conclusion

I am writing this conclusion on a bench beside a sidewalk leading to a few apartment blocks. It is late in the evening and every minute or so, an office worker would hurry by, anxious to get home to a loved one or a favorite television program.

A light brown and slightly fat tabby cat has decided to share the bench with me and has made herself very comfortable on top of my backpack. She is looking at me with her big brown eyes, probably hoping that I have a tasty treat for her.

I had thought long and hard about what I want to say in this conclusion and drew a blank.

I have already shared what I know about trading in Entropia and I don't think that there is any point in repeating or emphasizing what I have already said.

I feel a paw on my lap. That fat and lazy cat has gotten up and is looking for some attention. I scratch the top of her head and get back to my typing.

But she will have none of that. She walks onto my keyboard, plonk herself down right on top of it and looks at me reproachfully as if to say, "You have the cutest and most adorable cat in the whole wide world in front of you and all you can think of is how to write your stupid conclusion. What are you thinking!?!?!"

Conclusion

And you know what? I think that she is right on the money. She has just taught me how to write this conclusion.

If you want to be a successful trader here in Entropia, and make much more than pocket change, it is going to be an uphill battle. You are probably going to have to eat, sleep and breathe Entropia Universe for a while.

And, if you are not careful, you might just lose yourself in it. With the online world being as addictive as it is, you might just forget what it is to be human while gaining the riches in Entropia.

The cat reminded me that there is a real world outside of cyberspace. A world filled with girlfriends, and husbands, and children. A world where you can walk barefoot through the wet grass and where a smile from a loved one can brighten up the whole day for you.

While perusing your ambitions in Entropia, do take the time to remember what is important and to remember what you are doing all this for.

And "my cat"? She has abandoned me for a very important person in her life, a kindly middle aged woman who brings dinner for the neighborhood cats every night.

About the Author

My name is David Lim and I am an electronics engineer by profession.

I wrote this ebook to promote my [blog about trading in Entropia Universe](). I welcome your comments and questions and will do my best to answer them.

If you are serious about making money online, might I suggest my site at [QuittingYourJob.com]() about starting and running an online home based business?

And you might also like [Wacky-Background.com](), which presents some rather amazing background textures, if I do say so myself.

I can be contacted at: dave2016@wacky-background.com

Collaboration

I am open to ways that we can collaborate to our mutual benefit. Standard ideas on how we can collaborate would include:

- A simple link exchange between our websites, blogs or ebooks.
- Corresponding blog posts between our blogs, or articles in our ebooks.

However, there are numerous other ways that we can collaborate depending on our relative strengths and resources. So long as you are interested in a win-win collaboration, I am sure that we can work something out.

I can be contacted at: dave2016@wacky-background.com

Brand This Ebook

If you like this ebook and are considering distributing it, whether as part of a collection or as a free gift for your online visitors, I can brand a special copy of this ebook with your details.

The content in the branded ebook will be exactly the same as this ebook. The difference is that your link will be incorporated into 2 different places:

- At the front of this ebook, after or under the phrase, "Brought to you by:".
- At the bottom of the page at every alternate page of each chapter. In other words, if a chapter has 6 pages, your link will be at the bottom of the second, fourth and sixth pages of the chapter.

This small service is my way of thanking you for considering my ebook worthy of distribution, and is also a way of giving you an incentive you to distribute this ebook, effectively a win-win outcome for both of us.

When you write to me, please include the link details that you want. You can use the format below:

- Front Page Anchor Text   : _____
- Front Page Link Url   : _____

Brand This Ebook

- Alternate Page Anchor Text   : _____
- Alternate Page Link Url   : _____

You can write to me at: dave2016@wacky-background.com

License

You are hereby given permission to give away or sell this ebook in its original, unmodified and complete form.

This ebook may be uploaded to web sites, ebook directories or stored in an archive.

This ebook may be distributed on CD-ROM disks, diskettes or any other electronic media.