

## ME Periodic Blog # 7

Several months have passed since we have released a blog, but in that time, we released AND distributed *La Bataille de Deutsch-Wagram 1809*. This edition of *Wagram* has proven to be our most popular game, selling out in just two weeks from our August 25 sale start. Now that we have sold and sent 400 copies of *Wagram* throughout the world, we have already started working on our next game—at least kicking around some ideas on how we might approach it. We won't release the name of the next game till the Tempe convention next spring, but we will probably start play-testing in February or March with our reliable and discreet play-testing partners.

We have developed a method for our design; development; and distribution of our annual games that works for us. We discuss which games we could possibly do when we physically get together twice a year: first at Consim in Tempe; and then again in the first week in October in La Mesa, California, where for four days we assemble and mail most of our games.

*These shadowy figures are assembling Wagram at Monte's Mt. Helix Rancho*



For those of you do not know; Marshal Enterprises is located in three different parts of the United States. Dennis lives in Detroit, Michigan, where he operates his international construction/engineering consulting business. While designing Leipzig he lived in Shanghai, China. Monte lives in La Jolla, California, literally a couple of miles from where Marshal Enterprises was founded in the 1970's at University of California, San Diego. He is a construction general contractor specializing in high end hotels. I live in Los Angeles at Silicon Beach and am a vice-president at a firm specializing in the Workers' Compensation claims.

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All of our jobs keep us very busy. It is fair to say, that each of us are in the final laps of our careers; but Marshal Enterprises provides the intellectual energy to fuel us forward.

After the first week in October, we will mail out the few games not yet mailed; correspond with our customers; and prepare any game errata for the website. We are proud of both the limited errata we need to publish and the speed of our customer service to all of our buyers throughout the world. The reader might be interested in reach of our customer base. While about 60% of our sales go to almost every state of the United States, our international presence is significant.

### Reviewing Our International Market

We sell around 40 games to Japan and another 20 to China and Hong Kong. This year we sold about eight games to Australia. We also send eight games or so to Canada. The rest of the international sales go to Europe, with Spain; Italy; France, Belgium and the United Kingdom (including sales to both Scotland and Wales) being the biggest markets. Games are also sold to Switzerland; Denmark; Germany and Poland. We also send games to the United States Armed Forces to discreet international locations (interesting that we need to file customs paperwork for those sales not unlike the international sales).

For several weeks this summer, we had some issues with our primary selling vehicle, Paypal, on the sale of games to Japan. Thus we had to open up a new seller, Stripe, to get to our customers in Japan. This was successful and Japan and Paypal seem to be in sync now. The good thing is we are set for next year with two sellers and a few different shipping options.

The other good thing that occurs every year, is that we learn a few new tricks in our game assembly and marketing, which makes our time more efficient.

So in November and December, we catch our breath and start actively discussing the next project. We have no shortage of projects in our pipeline. During our October discussions, we identified five viable projects for development in future years. So we should be good to go through 2023 as long as our minds and bodies hold up....

...Please review our website on an ongoing basis to follow any important updates—especially on *Wagram*. We revamped our website this year, and since January, we have had nearly 23,000 hits. There will be some important updates in the next several days about combining the *Wagram* and *Aspern-Essling* maps as well as some clarification of the Orders of Battle. We are always hoping to add more material to the website for your review and pleasure.

### Wagram Updaters

Please visit the ME Website and look for downloads. There are corrections and updates listed. We took the opportunity to update whole documents to make it easier to revise your booklet. Please forward any suggestions or updates you feel are appropriate.

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### Marshal Enterprises Man of the Moment...



...is General Antoine Charles Louis Count de Lasalle whose exploits as a great leader of French cavalry would end with his death at Wagram. Known as the Hussar General, Lasalle defined what it was to be a hussar. He lived life hard and without abandon; just like he plied his trade

*Antoine Charles Louis, Comte de Lasalle in his Mameluke pants*

as a hussar. He was born in Metz as the child of parents with a military and noble pedigree in 1775. At the age of 11 he joined the French army in the Alsace Regiment in the waning years of the Ancien Regime. He was a second lieutenant by the age of 14.

When the Revolution broke out, he was forced to resign his commission as an officer due to his noble birth, but he reenlisted as a private and moved to Paris where he joined the National Guard.

By 1795, he became an officer again and served under Kellerman the Elder. The Hero of Valmy assigned Lasalle to be an aide to his son, Kellerman the Younger and Lasalle was sent to Italy.

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Lasalle quickly proved his skill and bravery at Rivoli in 1797 with a performance which would seem to repeat itself over and over again. Lasalle would bravely and, without much support, charge the enemy and would force the much larger enemy force to either run away or surrender. This script would repeat itself in Egypt; Austerlitz; Spain and especially Prussia. After the battle of Jena, during which his command would capture the King of Prussia's bodyguard, Lasalle's brigade was part of Murat's relentless and dramatic pursuit of the Prussian army remnants throughout Brandenburg and Pomerania. This culminated in the dramatic capture of Stettin by Lasalle.

Lasalle had pushed his worn-out brigade a day ahead of the French main body of 50,000 that had been directed to the capture of the Hanseatic port. Lasalle, with only 500-800 troopers of light cavalry, faced the Prussian General Romberg who had his 5300 men entrenched within the ancient fortress. Romberg told a French envoy that he was prepared to defend Stettin to the last man. Lasalle responded by threatening that his phantom 50,000 man army would capture and kill Romberg's entire army. Romberg fell for the ruse and surrendered to Lasalle's small force.

### **Lasalle's Death At Wagram**

Lasalle continued to perform well from Stettin through Aspern-Essling. Prior to Wagram, Lasalle had a premonition of his death. During Wagram, his command was attached to Marshal Massena. His participation in the Wagram battle had been minimal till the battle was almost over. Lasalle was assigned to go the aid of Marshal Macdonald by Massena. Lasalle started to follow dutifully his assignment. But he soon allowed himself to be diverted by charging a lone Austrian infantry battalion. He started the charge and was shot in the chest, but he continued till he was felled by a bullet between the eyes, killing him instantly.

Lasalle was considered the best French cavalry general, and probably better than Murat as an overall commander. Lasalle said during one of his legendary drinking bouts, "My friend, any hussar who is not dead by 30 is a blackguard." Lasalle was 34.

Till next time....

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