

THE SOCIETY

We represent Auctioneers, Appraisers, Agents, Sales Consultants, and Property Managers across various sectors, including Real Estate, General, and Livestock.







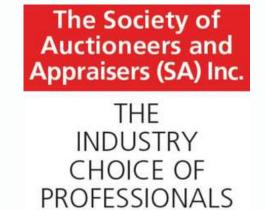
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GOLDEN GAVEL LIVE 2025

Nominations are now open!



Conditions of Entry

Nomination Form

Let the Auctions begin!

We suggest you upload every auction you conduct as you will never know which will be your best performance until after the event and don't be impressed if you get a really good price because the judges will judge your performance and not the sale price.



THE BOARD



Trent Godfrey President



Trish Johnson Vice President

Board Members



John Raptis



Jacob Kinsman



Nathan Janda



John Young



Happy New Year 2025

It is great to see Real Estate, General and Livestock auctions back in full swing as we move into February.

We hope to see you at The Windmill Hotel (Prospect) this Thursday 6th February for our first networking even of the year, this is an opportunity to network with some of the best in our industry. Book here.

Last week, the Society board held planning meeting to discuss the year ahead. One of the main discussions was around the exciting partnership between the Society of Auctioneer and Appraisers (SA) Inc and The Real Estate Institute of SA working together to initiate the endorsement of one set of industry forms and the importance of these transactional forms to be industry owned and industry led.





Trent Godfrey
President



Industry unites as REISA Master Forms platform launches



The Real Estate Institute of SA and the Society of Auctioneers and Appraisers today announced an agreement to work closer together, initiating the endorsement of one set of industry forms.

Announcing the partnership, both organisations said that the time was right to work together closely to secure ownership on documentation and the importance of these transactional forms to be industry owned and industry led.

REISA Master Forms launched today and the Society said that they fully supported the new platform and respected that consumers are looking for an industry standard when transacting real estate.

"Transacting real estate is a major financial decision for many people, whether they are buying, selling, renting or offering their home to a tenant, so knowing that the form they are using is designed by people working in the field every day is really important," REISA Chair, Cain Cooke said.

"Additionally, auction documentation is critical and knowing that members of both REISA and the Society are promoting a united front gives another level of certainty to the purchaser," Ms Heading added.

"The Society is also passionate about consumer protection and providing excellent resources for the public and its members," Society President, Trent Godfrey said.

Society of Auctioneers, Appraisers, Agents and Property Managers



"Our organisation knows that our members want that industry endorsement on the documents they use and this partnership gives a united solution."

Additionally, 2025 is an important year for the profession. South Australia is the host state of the Australian and New Zealand Auctioneering Championships (AUSTROS) in May and concurrently holding the National Awards for Real Estate Excellence.

On an advocacy level the State Government has signaled a review of sales laws in the very near future and industry alignment here is critical.

Under the partnership, the two organisations will:

- Form an industry documentation Committee to regularly review and refine REISA Master Forms (Chaired by Chris Gill)
- Work together to host the REIA national Auctioneering Championships (led by REISA Director Matt Smith)
- Form a Committee to discuss collaborative training and advocacy (Chaired by Brett Roenfeldt).

Further Commentary:

Society of Auctioneers and Appraisers Trent Godfrey (SAA) 0478 078 052 Real Estate Institute South Australia (REISA) 0426 254 365



Master Forms





The Real Estate Institute of SA and the Society of Auctioneers and Appraisers (SA) Inc. have announced an agreement to work closer together, initiating the endorsement of one set of industry forms.

"MASTER FORMS"

Residential, Rural, Commercial and Industrial, Business and Residential Property Management.

Announcing the partnership, both organisations said that the time was right to work together closely to secure ownership of documentation and the importance of these transactional forms to being industry-owned and industry-led.

Access Master Forms for a free trial

Request from admin@auctioneers.com.au



Social Networking with Purpose

For Society members, sponsors, guests and colleagues





Thursday 6th February 2025
From 5PM
Beer Garden, Windmill Hotel
94 Main North Road
PROSPECT SA 5082



Booking by Friday 31st January

Download Brochure

Society of Auctioneers, Appraisers, Agents and Property Managers



Nationally Accredited Trainer Brett Roenfeldt F.S.A.A. (Life) **Download Brochure**

2 Day Auctioneers Licence Workshop

Including Nationally Accredited Auction Training Module

CPPREP4162 (CONDUCT AND COMPLETE SALE BY AUCTION)

Society of Auctioneers & Appraisers (SA) Inc. Real Estate Auction Academy

This is the only Auction Academy run by five times Golden Gavel
Winner Brett Roenfeldt, giving participants an insight into his
experience in conducting over 16,000 Real Estate Auctions in South
Australia

WEDNESDAY, 5th and THURSDAY, 20th MARCH

8AM for 8:30AM to 6:00PM

VENUE: The Arkaba Hotel 150 Glen Osmond Rd, Fullarton SA 5063

COST: \$1,250 for members requiring license **COST:** \$850 for members already licensed

(Non members are invited to join prior to attending)



This Training Package is available to train
Participants on how to conduct a Public Auction of
Real Estate and qualify for Registration as an
Auctioneer in South Australia.

For further information about this dynamic program, talk to the presenters personally Brett Roenfeldt 0411 180 960
Garry Topp 8372 7830



Agents, Auctioneers Under The Pump







Garry Topp



Chris Gill

Q+A session addressing issues that can arise during an Auction and how to handle situations and questions in difficult situations. + Drinks Afterwards

Do you know the answer to, the following?

- One of your vendors informs you on the morning of the Auction that they intended to register and bid on the own property, what do you do?
- Does it alter your response if the vendor that is bidding is privy to the reserve price or any amended reserve price?
- As Auctioneer, you became aware 30 minutes before the auction of a possible encroachment of the subject property over the neighbours land, or an existing structure encroachment over an easement and this is not disclosed in Form 1 or contract, what do you do?
- There has been a violent death at the property, do you have a duty to disclose?
- A person calls the Sales Agent 20 minutes before the Auction and wants to register over the phone, can they do it? And what protocols need to be in place?
- A person wants to register with no identification 5mins before the Auction, what can you do?
- After the property is sold, at the point of signing the contract what happens if the purchaser wants to alter either the deposit or settlement and the vendor agrees, can you do it? And if so, how this can be done without putting the contract at risk?

What is the best way to answer the following questions:

- Are there any white ant or pest problem with this property?
- If I buy today I want to put the contract in joint names with my wife, but she is not here what can I do?
- Have all the building and improvements located on the property been approved by council?
- A person assumed to be in a state of intoxication asks, I have had a few drinks will you accept my bid?

Tuesday, 25th MARCH 4PM

ARKABA HOTEL

150 GLEN OSMOND ROAD, FULLARTON

- You are aware that one of the buyers does not have F.I.R.B. approval, but wants to bid and will pay \$50.000,00 deposit, what is your best course of action?
- Online Auctions what are the potential problems?
- What if the platform that you are using crashes what do you do?
- If you are under reserve and the vendors are not there, how can they communicate acceptance of a figure below your reserve?
- If a purchaser bids by telephone with a person in the employee of the agent handling the sale, is there a conflict of interest? And what are the ramifications?
- If an underage person wants to bid without a parent or guardian with them, what are your options?
- Announcing on the market, what are the ramifications?
- Auctioneer is aware forms have only been on display for 20 minutes, not the required 30 minutes, what should you do?
- After the Auction the buyer asks for an extra name to put on the contract as a purchaser, can you do it and what are the ramifications?
- Can I pay the deposit by deposit bond?
- I'm a beneficiary or executor, can I bid as a purchaser?
- An agent stands next to the registered bidder and bids for the registered bidder using that persons biding number, is it ok?
- A rambling 20 room home that is currently empty but has previously used as a nursing home, a buyer asks, is GST applicable to today's auction? What is your answer?

Download Brochure

COST: \$33 EACH

BOOKINGS BY MONDAY 17th MARCH



Golden Gavel Live 2025 Rising Star

MARCH
WEDNESDAY 19:20 AM

ARKABA HOTEL 150 Glen Osmond Road, FULLARTON SA 5063

ALL MEMBERS
INVITED





SOCIETY'S AUCTIONS





SEACOMBE GARDENS
13B Vardon Street
SOLD for \$825,000

Agent: A One Real Estate Auctioneer: Jarrod Tagni



MEDINDIE

2 Palm Street

SOLD for \$4,710,000

Agent: TOOP+TOOP

Auctioneer: Bronte Manuel



DERNANCOURT
33 Tristania Terrace
SOLD for \$838,000

Agent: Professionals Manning Real

Estate

Auctioneer: Brett Roenfeldt



HILLBANK
5 Gloaming Close
SOLD for \$750,000

Agent: Ray White Grange **Auctioneer:** John Morris



SOCIETY'S AUCTIONS





MARION
6A Orkney Avenue
SOLD for \$1,170,000

Agent: Ray White Glenelg Brighton **Auctioneer:** Rod Smitheram



SALISBURY HEIGHTS
25 Brisbane Drive
SOLD for \$605,000

Agent: Smith Partners

Auctioneer: Jonathon Moore



HENDON
5 Manuel Street
SOLD for \$\$860,000

Agent: Ray White Port Adelaide **Auctioneer:** James Pedlar



PARALOWIE

16 Lombard Ave

SOLD for \$682,500

Agent: Ray White Salisbury **Auctioneer:** John Morris



JANUARY AUCTIONS RESULTS

	ACCITOTASTACES					
Suburb	Address	Date	Agent	Auctioneer	Sold Price	
HOPE VALLEY	13 Hysen Avenue	Saturday, 04/01/2025	Professionals Manning Real Estate	Brett Roenfeldt	Sold Prior	
SMITHFIELD PLAINS	130 Coventry Rd	Monday, 13/01/2025	Ray White Salisbury	John Morris	Sold Prior	
PARALOWIE	16 Lombard Ave	Wednesday, 15/01/2025	Ray White Salisbury	John Morris	\$682,500	
OAKLANDS PARK	3 MASTERS AVENUE	Thursday, 16/01/2025	RAY WHITE MARION	Rod Smitheram	\$1,275,000	
PARALOWIE	1 Young Blvd	Thursday, 16/01/2025	Ray White Salisbury	John Morris	\$676,000	
MEDINDIE	2 Palm Street	Thursday, 16/01/2025	TOOP+TOOP	Bronte Manuel	\$4,710,000	
PARALOWIE	53 Chartwell Cres	Friday, 17/01/2025	Ray White Salisbury	John Morris	\$590,000	
SALISBURY	44 York Terrace	Saturday, 18/01/2025	Harcourts Playford	Jarrod Tagni	P.N.D.	
HILLBANK	5 Gloaming Cl	Saturday, 18/01/2025	Ray White Grange	John Morris	\$750,000	
LIGHT PASS	7 Anderson Ln	Saturday, 18/01/2025	Ray White Norwood	John Morris	\$770,000	
DERNANCOURT	33 Tristania Terrace	Saturday, 18/01/2025	Professionals Manning Real Estate	Brett Roenfeldt	\$838,000	
BELLEVUE HEIGHTS	6 Alpha Road	Saturday, 18/01/2025	TOOP+TOOP	Bronte Manuel	Sold Prior	
SALISBURY HEIGHTS	25 Brisbane Drive	Saturday, 18/01/2025	Smith Partners	Jonathon Moore	\$605,000	



JANUARY AUCTIONS RESULTS

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Suburb	Address	Date	Agent	Auctioneer	Sold Price
SEACLIFF PARK	31 High Street	Wednesday, 22/01/2025	Ray White Glenelg Brighton	Rod Smitheram	Sold Prior
SEMAPHORE PARK	27 Fifth Avenue	Thursday, 23/01/2025	Ray White Glenelg Brighton	Rod Smitheram	Sold Prior
REYNELLA	18 Lana St	Thursday, 23/01/2025	Stadium Real Estate	John Morris	Sold Prior
HENDON	5 Manuel Street	Thursday, 23/01/2025	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
INGLE FARM	48 Dukas Drive	Friday, 24/01/2025	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
MARION	10 Osmond Road	Saturday, 25/01/2025	Ray White Glenelg Brighton	Rod Smitheram	\$1,153,000
SEAVIEW DOWNS	39 Yeelanna Avenue	Saturday, 25/01/2025	Ray White Glenelg Brighton	Rod Smitheram	\$875,000
DARLINGTON	16 Grace Road	Saturday, 25/01/2025	Ray White Marion	Rod Smitheram	\$922,000
MARION	6A Orkney Avenue	Saturday, 25/01/2025	Ray White Glenelg Brighton	Rod Smitheram	\$1,170,000
DOVER GARDENS	147 Seacombe Road	Saturday, 25/01/2025	Ray White Glenelg Brighton	Rod Smitheram	\$710,000
SEACOMBE GARDENS	13B Vardon Street	Saturday, 25/01/2025	A One Real Estate	Jarrod Tagni	\$825,000
PARALOWIE	317 Kings Rd	Tuesday, 28/01/2025	Ray White Salisbury	John Morris	\$542,000
PARALOWIE	12 Galleon Drive	Friday, 31/01/2025	Harcourts Barossa Real Estate	Jarrod Tagni	\$652,000



SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Troy Tyndall



John Morris



Tony Tagni



Jarrod Tagni



AJ Colman



Brett Roenfeldt



Bronte Manuel



Rod Smitheram



Geoff Schell



Jonathon Moore



Michael Cavuoto



John Raptis



Simon Lambert



Peter Economou



Richard Thwaites



Brett Pilgrim



SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Anthony DeMarco



Vincent Doran



Angus Barnden



Trent Godfrey



James Wardle



Hamish Mill



David Smallacombe



Nathan Casserly



Mark Griffin



Michael Fenn



Glenn McMillan



Vincent Wang



Marc duPlessis



Simon Tanner



Andy Edwards



James Pedlar



SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP















'40 YEARS OF HISTORY'

Highlighting 40 years of achievements celebrating and recognising the dedication and passion of The Society Family.



CLICK HERE AND WATCH THE VIDEO

21

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* For Terms and Conditions visit directconnect.com.au/terms-conditions



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Direct Connect's free home buyer service provides you a personalised service with a dedicated contact person to guide you through every aspect of your move. You can choose to use as many or as few of our services as you require and we'll ensure that everything is covered and connected, ready for the day you move in.

We understand the moving process



SERVICES WE CONNECT

We can connect you with a wide range of market leading gas and electricity suppliers. With our Always On Guarantee* you can be assured that your electricity and gas will be connected on the day you move in!



Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



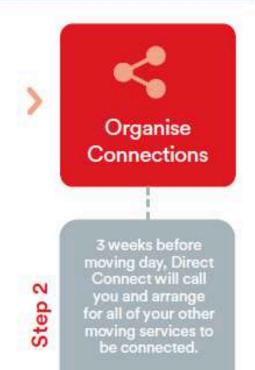
Plus, ask our expert team about other services we can help with such as truck hire, removalists and cleaning.



Congratulations, contract

At Direct Connect we understand the stress involved with purchasing a new property and can guide you through the process from purchase to settlement, and beyond.







Read Signs Real Estate Sign Specialists

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Our quick and easy online ordering system has provided an edge to the market for Real Estate Signs, saving you time and enabling you to spend more productive time listing clients and selling properties.

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Darren Read
Director
T: 8443 3400

E: darren@readbros.com.au w: www.readbros.com.au

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Exclusive Members Only Special Offer

All members of The Society of Auctioneers & Appraisers (SA) receive 30% off any wine purchase! Select from our multi-award winning range, whether it's our best selling Single Vintage Chardonnay 2018 or gold winning 94pt Single Vintage Cabernet Shiraz 2016 - we have a wine to suit any occasion.

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- No capped orders Only while stock lasts
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Gift Pack



Video is the most powerful marketing tool a business can have. Perspective Media specialize in corporate, promotion and real estate video.

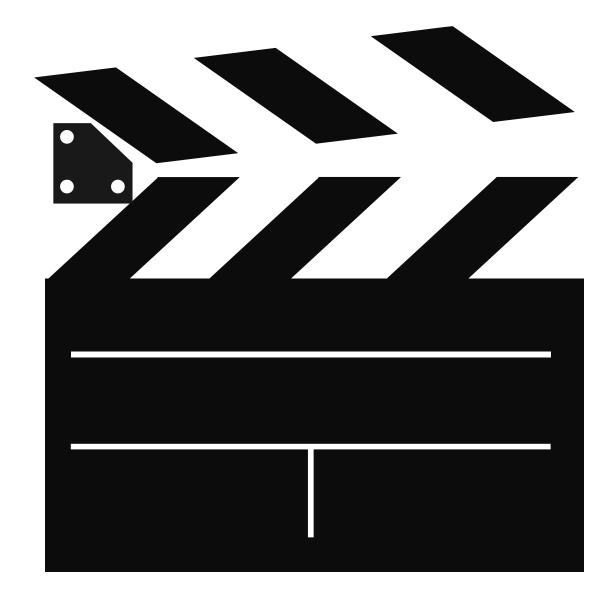
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

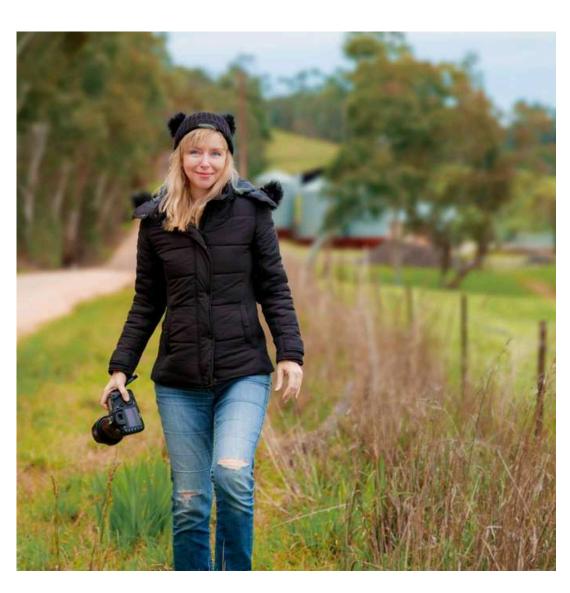
We will make the entire video creation process easy, time efficient and fun.

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Perspective Media uses that intense blend of creative filming and appropriate music to inject interest into your project.





Call Larissa on 0422235442 to discuss your filming needs

†The Form 1 Company™

The Form 1 Company is a specialist provider of the statutory Form 1 to the real estate, legal and conveyancing professions.

The complexity associated with Form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the Form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the purchaser.

Make your searches and Form 1 compliance easy.

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908 Fax: 08 7221 4909

Email: form1@form1.net.au

The first and only independent Form 1 service provider in South Australia



For Form 1 preparation please contact Chris Gill on 7221 4908

Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

Chris runs specialist training workshops for sales agency, contracts and Form 1 and has an intricate knowledge of the legislation and agency practice.

www.form1.net.au

A.J.COLMAN INDEPENDENT AUCTIONEER







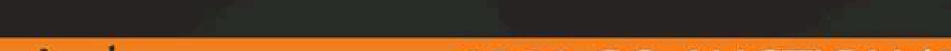
Estate & Downsizing Services



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Real Estate Training in South Australia



Academic Pavillon - Providing all SA real estate licensing courses.

Certificate 1V (Property Services) Real Estate

Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

Auction training in conjunction with The Society of Auctioneers & Appraisers (SA) Inc.

* Training in, Conveyancing, Legal Studies, Leadership & Management also available

Sourcing Government funding is a specialty.

ACADEMIC PAVILION

REGISTERED TRAINING ORGANISATION - RTO 91421



academicpavilion.edu.au

21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process





Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

- Control, as Vendor you set the terms and conditions.
- You get a cash unconditional contract.
- 10% deposit on the fall of the hammer.
- No cooling off period applies.
- Allows 3 opportunities to sell before, at Auction or immediately after – and reduces the overall selling time in the market.
- Creates a sense of urgency, which motivates purchasers to action.
- Allows all potential buyers to compete amongst themselves to offer you the best price.
- Can be used as part of a total marketing package where auction is the component that gets the buyers to act.
- Price is usually not disclosed so you remove the objection factor.
- Forces buyers to make decisions to a deadline of the auction date and brings negotiations to a head.
- The Auctioneer's skills, enthusiasm and techniques can maximise the price.
- Vendors control their reserve price and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30 days.

Why Auction Real Estate?

Real Estate Auctions have become one of the most popular methods of buying and selling property in Australia with substantial benefits for both Vendors and Purchasers. Auction is used as the preferred method of sale by Beneficiaries, Governments, Banks, Administrators, Executors & Trustee Companies, Corporations and Private Vendors and has been proven to be the best method of establishing true market value.

Committed Vendors sell their property by Auction!

- 13. In every other form of marketing the buyer is in control. The buyer will dictate the offer, terms, subject to finance, subject to sale, subject to building inspection etc. and get a cooling off period. The buyer will negotiate from a position of strength. With Auction the Vendor dictates the terms.
- Auction opens the door to more motivated buyers.
- 15. The Auction marketing campaign that you choose will be tailored to deliver maximum exposure within the first few weeks on the market – the time frame during which it is most likely to sell.
- Your home is only open at times that suit you with a predetermined schedule of opens.
- The level of market Interest will help you gauge your reserve price.

What is an Auction?

Auction is a process which allows interested parties to make competitive bids which establishes the current market value of the property in an open, transparent and public form utilising the skills of an experienced auctioneer.

- The competitive Auction environment offers the greatest chance for a premium price.
- Auction negates the need for commissioner's approval when dealing with associates under legislation saving valuable time.
- Unlike other marketing methods where buyers generally negotiate down from the asking price, at Auction buyers Increase their offers commensurate with the skills of the Auctioneer.
- On the fall of the hammer the Vendor becomes a cash buyer subject to settlement only.

If you're not auctioning your property you are missing out on the highest bid – it costs no more to have Auction as part of your marketing strategy

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www.auctioneers.com.au

UPCOMING AUCTIONS APP

Taking Auction Marketing to a Whole New Level!



GROUND BREAKING

Use your smart phone to search for upcoming Auctions!

GAUGE THE MARKET

The best way by monitoring Auctions!

DOWNLOAD

The Society's Upcoming Auctions App can be downloaded from your favourite App store. Just search "upcoming auctions"

SEARCH WITH EASE

Drive around, see what's happening and search by Auctioneer, Agent, Suburb, Date and Time

INSTANT UPDATE

The moment you add or update an auction to the web page, the app will adjust accordingly

LIST

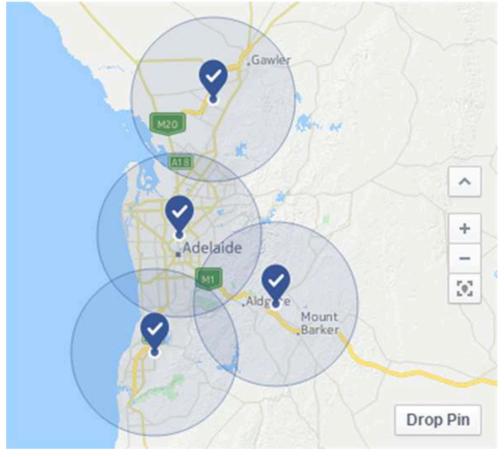
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed! All auctions
submitted to the
website will
automatically be
uploaded to the
phone app,
ABSOLUTELY FREE!





We're targeting Everyone in the mapped out areas 25 years old+, using both Apple and Android phones.

What this means for our members...
MORE BUSINESS! With so much more exposure, downloads of our app, and awareness of auctions around Adelaide and maximise your benefit by submitting all your auctions to our website!



Make sure you tell your vendors that their auction will be advertised to thousands of the general public for free through this Smartphone app!



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