



Serving
GOVERNMENT,
serving
CANADIANS.



At your disposal

Transfer – Recycle – Sales

www.pspc-spac.gc.ca



Public Services and
Procurement Canada

Services publics et
Approvisionnement Canada

Canada

Presentation Objectives

- ✓ Introduction
- ✓ Explain your divestment options
- ✓ Advantages of on site sales
- ✓ Get Help with GCSurplus and GCSci



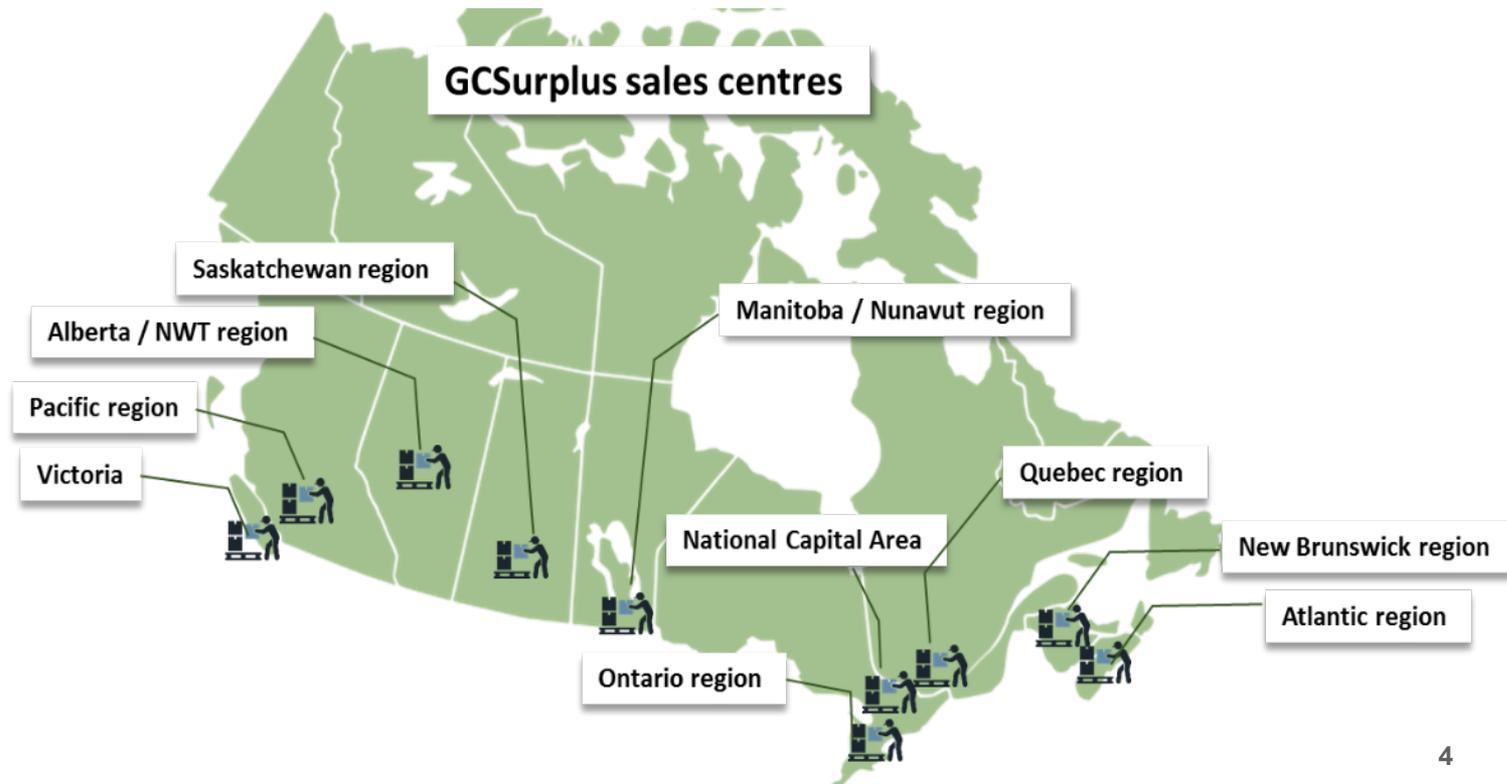
Who - GCSurplus

- GCSurplus sells surplus assets on behalf of over 100 Federal departments and agencies, numerous provincial and municipal institutions.
- www.GCSurplus.ca provides Canadians with a bilingual, public accessible e-Commerce closed auction website which sells Canadian government surplus assets.
- We serve all federal agencies and departments
- We can serve all provincial and all municipal agencies and departments



GCSurplus Warehouses

GCSurplus has 9 convenient warehouses located across the country to support your divestment needs.



What - GCSurplus

- GCSurplus sells over **25,000** assets annually in 38 commodity groups such as:
 - ✓ Cars
 - ✓ Air crafts
 - ✓ Sporting goods
 - ✓ Machinery
 - ✓ Power tools
 - ✓ Electronics
 - ✓ Boats
 - ✓ Computers
 - ✓ Jewelry
 - ✓ Furniture
 - ✓ Recreational vehicles
 - ✓ Musical instruments
 - ✓ Medical equipment
 - ✓ Motorcycles
 - ✓ Heavy equipment
- The GCSurplus.ca website records approximately **100,000 visits** (Internet hits) per week, with over **55,000 registered** active user accounts.
- **GCS*ci*** – Web accessible, bilingual, Client Interface, which allows material managers from all departments to declare their surplus, in preparation for divestment via GCSurplus.

<https://www.gcsurplus.ca/ic-ci/>



Militarized or Sensitive Assets

- GCSurplus also provides multinational marketing and selling of surplus military assets to authorized foreign governments, original equipment manufacturers and their licensed representatives through the **GCMil** section.
- The GCMil website allows potential buyers to be connected with the GCMil team to coordinate and negotiate the sale of these goods.
- Please contact GCMil@PWGSC-TPSGC.GC.CA by email for more information.



Militarized or Sensitive Assets



Why - GCSurplus

- The Surplus Crown Assets Act, Financial Administration Act and the Public Works and Government Services Act provide GCSurplus with the authority to divest surplus moveable assets for our clients.
- In 2018/19, GCSurplus recovered **\$71 Million** through the sale of government surplus assets and returned **\$59 Million** back to client departments.

You would be surprised by some of the services GCSurplus offers

- We provide:
 - ✓ Best Value to Canada
 - ✓ Legal Counsel
 - ✓ A Fair and Transparent Process
 - ✓ Proven Business Practice
 - ✓ Marketing
 - ✓ Recycling Contracts
 - brass, rubber, textiles etc.
 - ✓ Transfers
 - ✓ Disposal



Divestment Options

1. GCTranser

GCTransfer is a free web-based service, which provides a platform for Federal Government Materiel managers to advertise and transfer surplus government assets.

2. Recycling

Benefit from the many contacts and contracts that GCSurplus can provide in the disposal of assets.

3. Sales

GCSurplus are the experts in cost recovery through the process of selling your assets



Selling from GCSurplus sites

- GCSurplus preps the vehicle for sale
 - ✓ Cleaning
 - ✓ Decal removal
 - ✓ Pictures
- GCSurplus manages site visits
- You are responsible for the removal of the asset from your location and delivery to a GCSurplus site
- Pay 20% more of the commission



Selling From Your Location

- Save 20% off the full commission
EX: Car is sold for 15 000\$ at 10% commission = 1500\$
8% commission = 1200\$
1500\$ – 1200\$ = 300\$
300\$ = 20% less in commission!
No added fees means you can save on average 450\$ per car all while maintaining control of your assets sale process.
- No additional fees:
 - ✓ Towing
 - ✓ Decal Removal
 - ✓ Cleaning



How To Sell From Your Location

- Visit and register at our client interface www.gcsurplus.ca/ic-ci

 **Gouvernement du Canada** **Government of Canada**

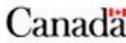


Bienvenue | Welcome

Interface client GCSurplus GCSurplus Client Interface

Français **English**

[Avis importants](#) [Important Notices](#)



 **Government of Canada** **Gouvernement du Canada** 



GCSurplus Client Interface (GCSci)

www.gcsurplus.ca/ic-ci

Français | **Home** | **Contact Us** | **Help** | **Search** | **Canada.ca**

Login

General
Login
Register
System
Forgot your password?

Terms & Conditions
Proactive Disclosure

Login

Login Credentials

* = required field

* User ID:

* Password:

How To Sell From Your Location

- The home page gives you a quick access point to all Sales Requests at their various stages in the process under different tabs.
- Click on **Address Book** in the side navigation bar to add the address of the location from which the asset is being sold.

Home

Unsubmitted **GCTRANSFER** Submitted Amendments Scrapped Live Closed Sold All

Asset	Ref. #1	Ref. #2	Entered Date	Last Modified
Desktop Asset#035115857			2015-03-05 11:59	2015-03-05 11:59
Laptop Asset#035115342			2015-03-05 11:54	2015-03-05 11:54
Laptop Asset#035114649			2015-03-05 11:47	2015-03-05 11:47
Laptop Asset#035113254			2015-03-05 11:33	2015-03-05 11:33
Laptop Asset#035100339			2015-03-05 10:04	2015-03-05 10:04
Cell Asset#035095817			2015-03-05 09:58	2015-03-05 09:58

Showing 1 to 6 of 6 entries

Copy Delete Submit

Address Book

Nickname	Address	City	Province	Action
My Consignee Address	360 Albert Street	Ottawa	ON	<input type="checkbox"/>

Showing 1 to 1 of 1 entries

New Address Delete

How To Sell From Your Location

- Click on **Contact List** and add a **New Contact**. This contact is the person responsible for answering questions about the asset.

The screenshot shows a web application interface for managing contacts. At the top, there is a navigation bar with links for Français, Home, Contact Us, Help, Search, and Canada.ca. Below this, a breadcrumb trail shows 'Home > Contact List'. The left sidebar contains a menu with categories like General, Auctioneer Tools, Sales Requests, GCTransfer, Reports, Administration, System, and Message Centre. The 'Contact List' item is highlighted in yellow. The main content area is titled 'Contact List' and features a search bar. Below the search bar is a table with columns for Name, E-mail, Phone, and Action. One contact is listed: Gaston Langlois, with email gaston.m.langlois@pwgsc.gc.ca and phone (613) 998-8403. Below the table, it says 'Showing 1 to 1 of 1 entries'. At the bottom right of the table area, there are two buttons: 'New Contact' and 'Delete'. A mouse cursor is pointing at the 'New Contact' button.

Name	E-mail	Phone	Action
Gaston Langlois	gaston.m.langlois@pwgsc.gc.ca	(613) 998-8403	

How To Sell From Your Location

- To create a new Vehicle Sales Request, click **Vehicle** under **Sales Request** on the side navigation bar and you will be prompted to select a vehicle type.

Government of Canada / Gouvernement du Canada

Canada

GCSurplus Client Interface (GCSci)
www.gcsurplus.ca/ic-ci

Français Home Contact Us Help Search Canada.ca

Home

General
Home
Auctioneer Tools
New Auction
Sales Requests
Regular
Vehicle
GCTransfer
Request Transfer
Help
Help
Reports
Report Centre
Administration
Users
System
My Profile
Address Book
Contact List
Message Centre
Logout
[Ngarukiyintwali, Aline]
Terms & Conditions
Proactive Disclosure

Home

Unsubmitted GCTransfer Submitted Amendments Scrapped Live Closed Sold All

Show 15 entries Search:

Asset	Ref. #1	Ref. #2	Entered Date	Last Modified
No matching records found				

Showing 0 to 0 of 0 entries

How To Sell From Your Location

- Enter the **VIN** of the vehicle and click **Continue**.
- If the **VIN** is valid (most North American vehicles from approximately 1981 onwards), it will be detected and the Client Interface will pre-populate fields of the Sales Request.
- However, if the VIN is less than 17 characters in length, not valid or is from a vehicle that is older than 1981 or not of North American origination, you will see an error message appear at the top of the page.
- In this case, you will have to select **Manual** and enter all of the mandatory fields: **VIN**, **Year**, **Make** and **Odometer**. This allows you to capture the vehicle, even though it was not found within the VIN database. Most police cruisers fall into this category.
- Please note that when selecting **Manual**, all attributes and key points will need to be entered manually in the **Observations** field under the **Description** tab.

The screenshot shows a web interface for 'Vehicle Sales Request'. At the top is a navigation bar with links for 'Français', 'Home', 'Contact Us', 'Help', 'Search', and 'Canada.ca'. Below this is a sidebar menu with categories: 'General' (Home), 'Auctioneer Tools' (New Auction), 'Sales Requests' (Regular, Vehicle), 'GCTransfer' (Request Transfer), and 'Reports' (Report Centre). The 'Vehicle' option under 'Sales Requests' is highlighted. The main content area is titled 'Vehicle Sales Request' and contains the following text: 'Please type in the VIN of the vehicle you are declaring and click submit.' and 'This will pre-populate many of the required fields for you.' Below this text is a label '* Vehicle VIN:' followed by a yellow input field. At the bottom right of the form are three buttons: 'Back', 'Manual', and 'Continue'. A mouse cursor is pointing at the 'Continue' button. The website URL 'www.pspc-spac.gc.ca' is displayed at the bottom right.



How To Sell From Your Location

- With a valid VIN, most of the fields under the **Vehicle** tab will be pre-populated. Some are editable and others are not.
- The **Odometer** reading is required. The Specifications block provides the main points of interest for most buyers.
- Standard features will be pre-populated and cannot be edited. Optional features will be visible and can be selected/edited as needed.

The screenshot shows the 'Vehicle Sales Request' form in the GCSPC system. The top navigation bar includes 'Français', 'Home', 'Contact Us', 'Help', 'Search', and 'Canada.ca'. The left sidebar contains a menu with categories like 'General', 'Auctioneer Tools', 'Sales Requests', 'Reports', 'Administration', 'System', and 'My Profile'. The main content area is titled 'Vehicle Sales Request' and has tabs for 'Vehicle', 'Description', 'Properties', and 'Images'. The 'Vehicle' tab is active, showing fields for VIN, Year, Make, Model, Trim, and Odometer. Below these are sections for 'Specifications' and 'Anti Theft Locks'.

Field	Value
* VIN:	1GYEE637860116102
* Year:	2006
* Make:	Cadillac
* Model:	SRX
* Trim:	V6
* Odometer:	
Unit:	KM

Field	Value
* Body Style:	SPORT UTILITY 4-DR
* Engine Type:	3.6L V6 DOHC 24V
* Transmission:	5-Speed Automatic
* Drive Line:	RWD
* Brake Type:	All Disc

Feature	Status
Child Safety Door Locks	<input checked="" type="checkbox"/>
Power Door Locks	<input checked="" type="checkbox"/>
Vehicle Anti-Theft	<input checked="" type="checkbox"/>

How To Sell From Your Location

- Click on the **Description** tab. **Net Book Value: Is only for transfers** . The **Asset #** is an optional field and is offered for your own reference purposes. Please note the **Suggested Minimum Bid** field is also optional and is a suggested amount only. By default, the **Short Description** field will be pre-populated with the Year / Make / Model / Trim of the vehicle. Although it is a mandatory field, it can be edited. The **Observations** field can be used to provide context to the condition of the asset. For example:
 - brakes need servicing
 - right front tire needs to be replaced
 - power steering is not working
- **Special Instructions** field can be used to provide the reason for declining the GCTransfer option. You can also include any important information such as viewing and pick up dates when sold from your site, etc.
- **It is crucial that the information and description provided is as accurate as possible in order to avoid cancelations and refunds. Unclear or misinformation is the number one reason for problematic sales.**



How To Sell From Your Location

- To add photos, click on the **Images** tab. Click on the **Browse** button and add images to the upload queue. To initiate the upload, please click **Save**.
- It is essential that your pictures follow a specific order.
- Take clear pictures starting with:
 1. the front of the vehicle,
 2. the passenger side
 3. the rear the passenger side
 4. the rear
 5. The rear driver side
 6. The driver side
 7. the engine
 8. the odometer
 9. interior driver side
 10. interior rear driver side
 11. interior rear passenger side
 12. interior passenger side
 13. tires
 14. if possible the suspension
 15. any damage or markings.
 16. Identification plate (door)
- The total amount of pictures should be of 20-25

The screenshot shows a web application interface for 'Vehicle Sales Request'. At the top, there is a navigation bar with links for 'Français', 'Home', 'Contact Us', 'Help', 'Search', and 'Canada.ca'. Below this is a sidebar menu with categories like 'General', 'Auctioneer Tools', 'Sales Requests', 'Regular', 'Vehicle', 'GCTransfer', 'Reports', 'Administration', 'System', and 'My Profile'. The main content area has a title 'Vehicle Sales Request' and four tabs: 'Vehicle', 'Description', 'Properties', and 'Images'. The 'Images' tab is currently selected and highlighted in yellow. Below the tabs is a large empty rectangular area for image uploads. At the bottom right of this area, there are two buttons: 'Save' and 'Reset'. A mouse cursor is pointing at the 'Save' button.

19

www.pspc-spac.gc.ca



How To Sell From Your Location

- Once you have successfully saved your Vehicle Sales Request, click the **Submit** button which appears at the bottom of each tab.
- Before finalizing your Vehicle Sales Request for sale, you will be prompted to **Certify the Asset** by ensuring the conditions below have been met. Click **Yes**.

Government of Canada / Gouvernement du Canada

Canada

GCSurplus Client Interface (GCSci)
www.gcsurplus.ca/ic-cl

Français | Home | Contact Us | Help | Search | Canada.ca

Home > Edit Asset

Certify Asset

I certify that I have requested that the Minister of Public Works and Government Services, acting through GCSurplus, dispose of the surplus assets listed below pursuant to the Surplus Crown Assets Act, and that these assets have been determined surplus to our requirements.

With respect to the assets listed below, I further certify that we have complied with the terms and conditions prescribed by Treasury Board and that:

- the surplus assets do not contain any hazardous contaminants that would prohibit their sale;
- the surplus assets comply with the Policy on Government Security and are clear of all forms of classified and designated information including personal, corporate or commercial information as well as government and departmental property markings;
- the surplus assets comply with the:
 - Policy on Management of Materiel
 - Directive on Disposal of Surplus Materiel
 - Controlled Goods Directive
 - Directives on Fleet Management
 - TBS Guide on the Management of Movable Heritage Assets
 - Department's policies on the administration of seized, forfeited or abandoned assets.
- the assets are not subject to Controlled Goods Registration Program / International Traffic in Arms Regulations, unless clearly identified as such;
- if a Government Department or Agency, the assets are the property of Her Majesty, under its custody or control;

Yes No

Special Instructions

Use this field to include your reasons for declining GCTransfer option.

Tight deadlines.

Report Delete Submit Save Reset

www.pspc-spac.gc.ca



How To Sell From Your Location

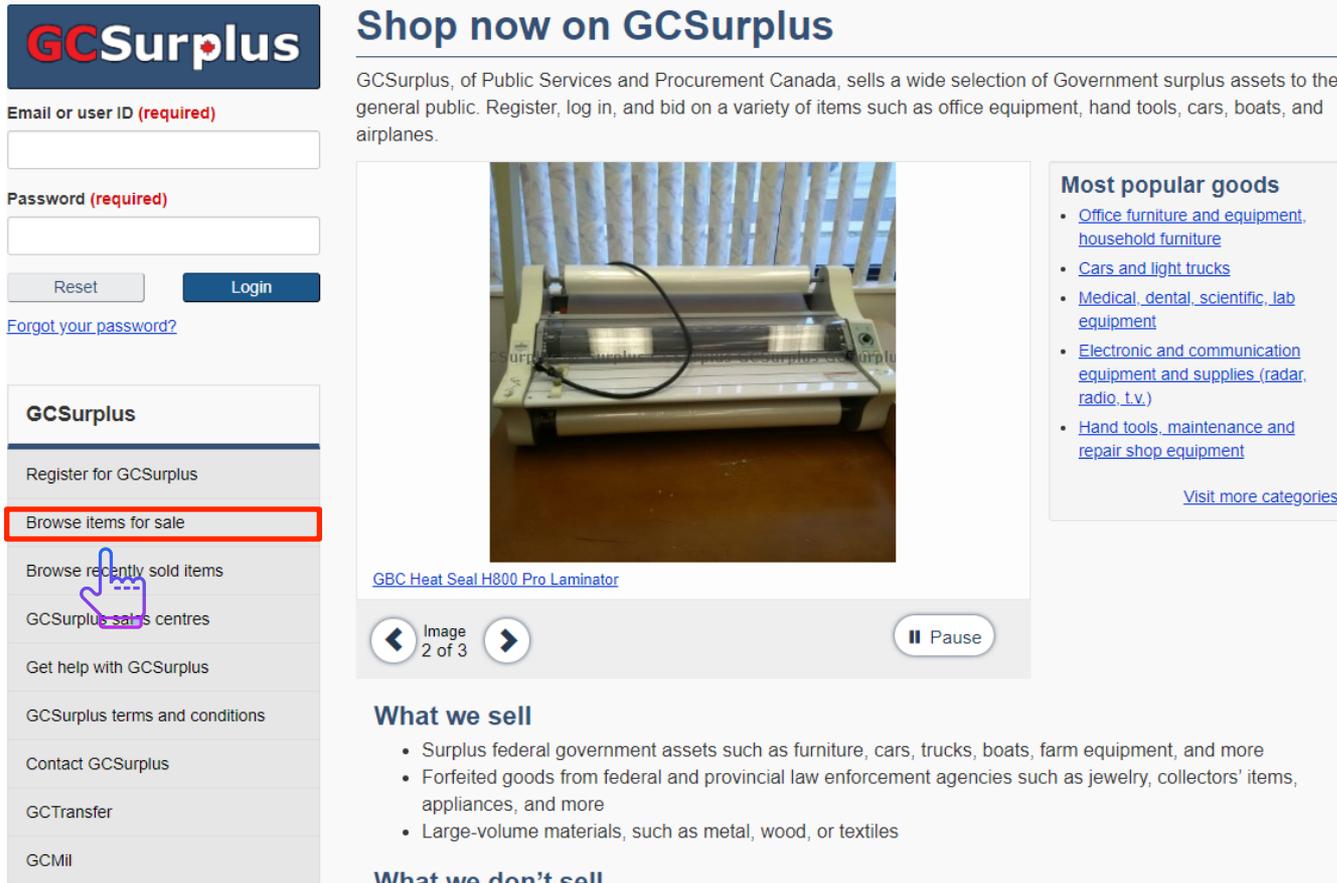
- Once your vehicle Sales Request for sale has been submitted, you will see the following message:

✓ **2006 Cadillac SRX V6 was submitted to GCSurplus.**
- Click the **Submitted** tab to see all your submitted Sales Requests.

The screenshot shows the GCSurplus website interface. At the top, there is a navigation bar with links for Français, Home, Contact Us, Help, Search, and Canada.ca. On the left, there is a sidebar menu with categories like General, Auctioneer Tools, Regular Vehicle, GCTransfer, Reports, Administration, System, and GCSurplus Help. The main content area is titled 'Home' and displays a message: '✓ 2006 Cadillac SRX V6 was submitted to GCSurplus.' Below this message, there are several tabs: Unsubmitted, GCTransfer, Submitted (which is highlighted in yellow), Amendments, Scrapped, Live, Closed, Sold, and All. Under the 'Submitted' tab, there is a table with columns for Asset, Ref. #1, SR #, Submitted, and Action. The table contains 11 entries, with the first entry highlighted in yellow: '2006 Cadillac SRX V6' with SR # 4OT012708 and Submitted date 2015-03-17. Below the table, it says 'Showing 1 to 11 of 11 entries'.

How To Sell From Your Location

- To view the assets on GCSurplus, go to **GCSurplus.ca** and click **Browse items for sale**.



The screenshot shows the GCSurplus website interface. On the left is a navigation menu with the GCSurplus logo at the top. Below the logo are fields for 'Email or user ID (required)' and 'Password (required)', with 'Reset' and 'Login' buttons. A link for 'Forgot your password?' is also present. The navigation menu includes: 'GCSurplus', 'Register for GCSurplus', 'Browse items for sale' (highlighted with a red box and a hand cursor), 'Browse recently sold items', 'GCSurplus sales centres', 'Get help with GCSurplus', 'GCSurplus terms and conditions', 'Contact GCSurplus', 'GCTransfer', and 'GCMII'. The main content area is titled 'Shop now on GCSurplus' and contains a paragraph about the service, a photo of a 'GBC Heat Seal H800 Pro Laminator', and a list of 'Most popular goods' with links to various categories. Below the photo is a carousel indicator showing 'Image 2 of 3' and a 'Pause' button. At the bottom of the main content area are sections for 'What we sell' and 'What we don't sell'.

GCSurplus

Email or user ID (required)

Password (required)

Reset Login

[Forgot your password?](#)

GCSurplus

- Register for GCSurplus
- Browse items for sale**
- Browse recently sold items
- GCSurplus sales centres
- Get help with GCSurplus
- GCSurplus terms and conditions
- Contact GCSurplus
- GCTransfer
- GCMII

Shop now on GCSurplus

GCSurplus, of Public Services and Procurement Canada, sells a wide selection of Government surplus assets to the general public. Register, log in, and bid on a variety of items such as office equipment, hand tools, cars, boats, and airplanes.



[GBC Heat Seal H800 Pro Laminator](#)

Image 2 of 3 Pause

Most popular goods

- [Office furniture and equipment, household furniture](#)
- [Cars and light trucks](#)
- [Medical, dental, scientific, lab equipment](#)
- [Electronic and communication equipment and supplies \(radar, radio, t.v.\)](#)
- [Hand tools, maintenance and repair shop equipment](#)

[Visit more categories](#)

What we sell

- Surplus federal government assets such as furniture, cars, trucks, boats, farm equipment, and more
- Forfeited goods from federal and provincial law enforcement agencies such as jewelry, collectors' items, appliances, and more
- Large-volume materials, such as metal, wood, or textiles

What we don't sell

How To Sell From Your Location

- For additional GCSci training, please refer to our “How to” Help Guides located under **GCSci Help** on the side navigation bar.

The screenshot shows the top navigation bar with links for Français, Home, Contact Us, Help, Search, and Canada.ca. Below this is a vertical side navigation menu with categories: General, Auctioneer Tools, Sales Requests, GCTransfer, Reports, Administration, System, and Proactive Disclosure. The 'GCSci Help' and 'Guides' items are highlighted in yellow. To the right of the menu, a 'Guides' section lists several help articles with a mouse cursor pointing to the first one, 'How to register'.

Français	Home	Contact Us	Help	Search	Canada.ca
Home					
General					
Home					
Auctioneer Tools					
New Auction					
Sales Requests					
Regular					
Vehicle					
GCTransfer					
Request Transfer					
Reports					
Report Centre					
Administration					
Users					
System					
My Profile					
Address Book					
Contact List					
Message Centre					
Logout					
[Langlois, Gaston]					
Terms & Conditions					
Proactive Disclosure					
GCSci Help					
FAQ					
Guides					

Guides

- [How to register](#)
- [Creating a regular sales request](#)
- [Creating a vehicle sales request](#)
- [How to create a commodity sales report](#)
- [How to create a vehicle sales report](#)
- [How to Change your Material Manager Information](#)
- [How to transfer an asset](#)
- [How to request an asset for transfer](#)

www.pspc-spac.gc.ca



Public Services and
Procurement Canada

Services publics et
Approvisionnement Canada

Canada

G7 Fleets sold

- In record time and record sales the G7 Fleets were sold through GCSurplus



Highlights from the public opinion research

- Over 1000 users were surveyed
- 85% of users would recommend GCSurplus.
- 59% are shopping for vehicles. This represents more than 33 000 people regularly searching for cars or trucks on gcsurplus.ca
- There is a high level of trust with GCSurplus do to the fact that we are a department of the Canadian government.



Points of contact

- Reach out to us, it will be our pleasure to help you in all your divestment needs.

General inquiries: 1-844-991-1385 info@gcsurplus.ca

Regional inquiries:

Atlantic: Mark Murdock 902-426-2140

Québec: Marie-Claude Marcoux 514-283-5511

National Capital Region: Martin Harvey 613-266-1944

Ontario: Shawn Bontinen 416-952-2351

Western: Todd Krenbrink 306-780-3103

Alberta: Elizabeth Logan 780-497-3699

British Columbia: Julie Balantes 604-607-4201

26

www.pspc-spac.gc.ca



Unique items sold on GCSurplus



Public Services and Procurement Canada

Services publics et Approvisionnement Canada

Canada