Serving GOVERNMENT, serving CANADIANS.

At your disposal

Transfer – Recycle – Sales

Presentation Objectives

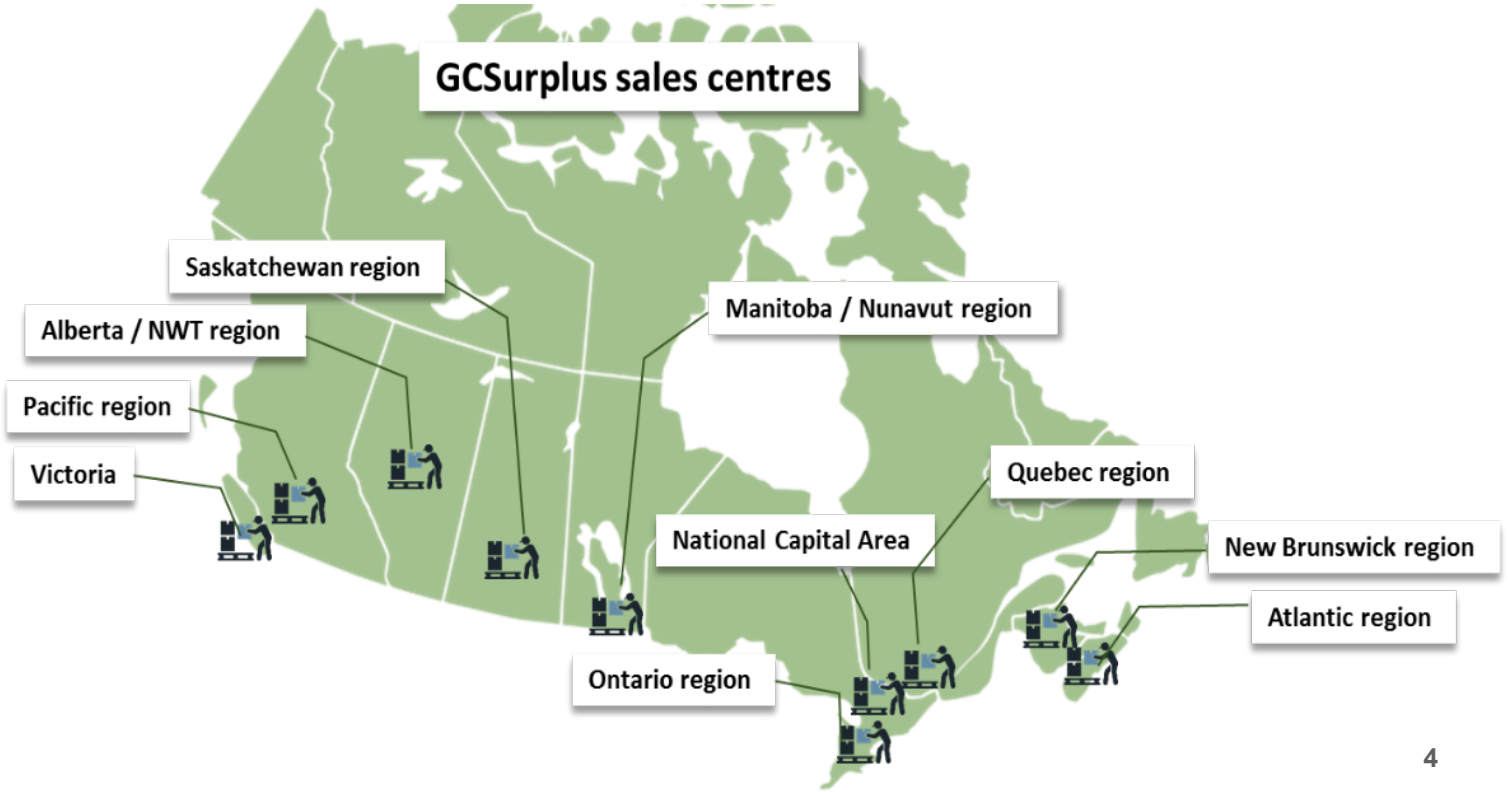
- ✓ Introduction
- ✓ Explain your divestment options
- ✓ Advantages of on site sales
- ✓ Get Help with GCSurplus and GCSci

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.



Public Services and Procurement Canada
Services publics et Approvisionnement Canada
Canada

What - GCSurplus

- GCSurplus sells over ***25,000*** assets annually in 38 commodity groups such as:

✓ Cars	✓ Electronics	✓ Recreational vehicles
✓ Air crafts	✓ Boats	✓ Musical instruments
✓ Sporting goods	✓ Computers	✓ Medical equipment
✓ Machinery	✓ Jewelry	✓ Motorcycles
✓ Power tools	✓ Furniture	✓ Heavy equipment

- The GCSurplus.ca website records approximately **100,000 visits** (Internet hits) per week, with over **55,000 registered** active user accounts.
- ***GCSci*** – 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
  - ✓ Transfers
  - ✓ Disposal

brass, rubber, textiles etc.

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 visists
- 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$

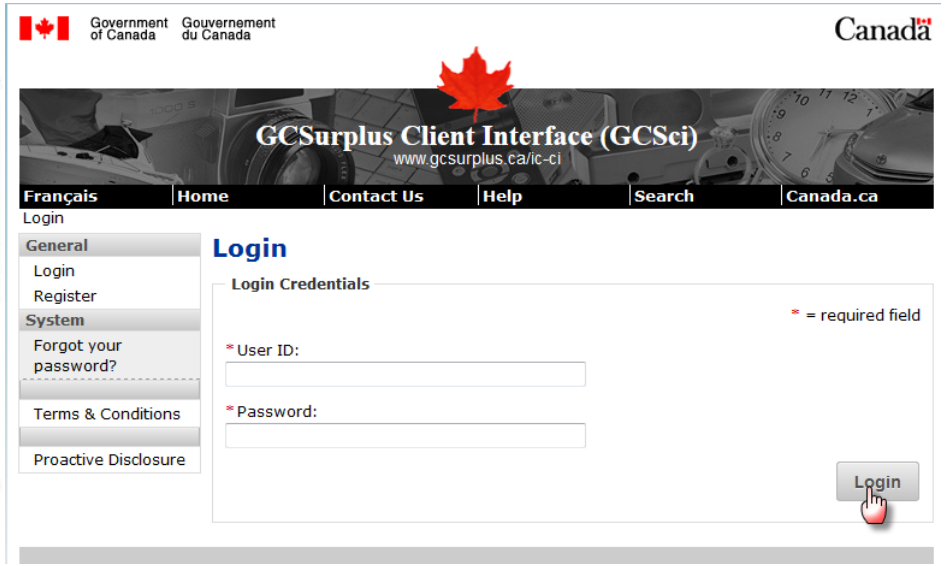
300$ = 20% less in commission!

No added fees means you can save on average 450$ per car all while maintaining control of your assets sale process.

- No aditionnal fees:
  - ✓ Towing
  - ✓ Decal Removal
  - ✓ Cleaning

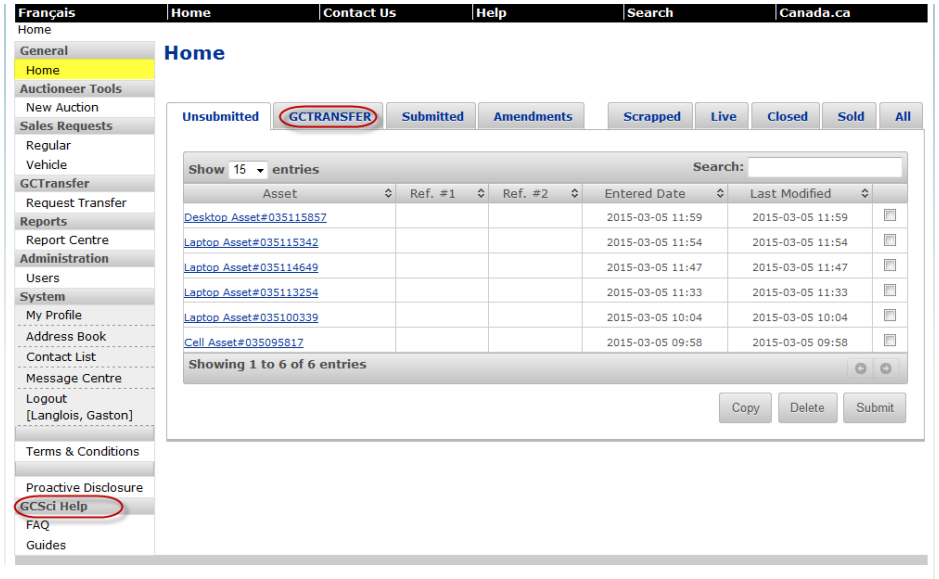
How To Sell From Your Location

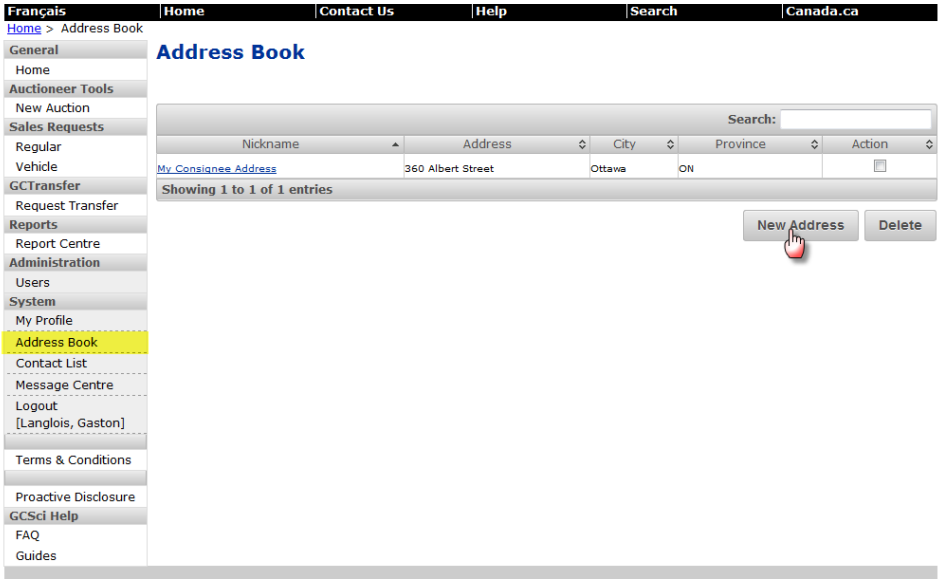
- Visit and register at our client interface www.gcsurplus.ca/ic-ci



How To Sell From Your Location

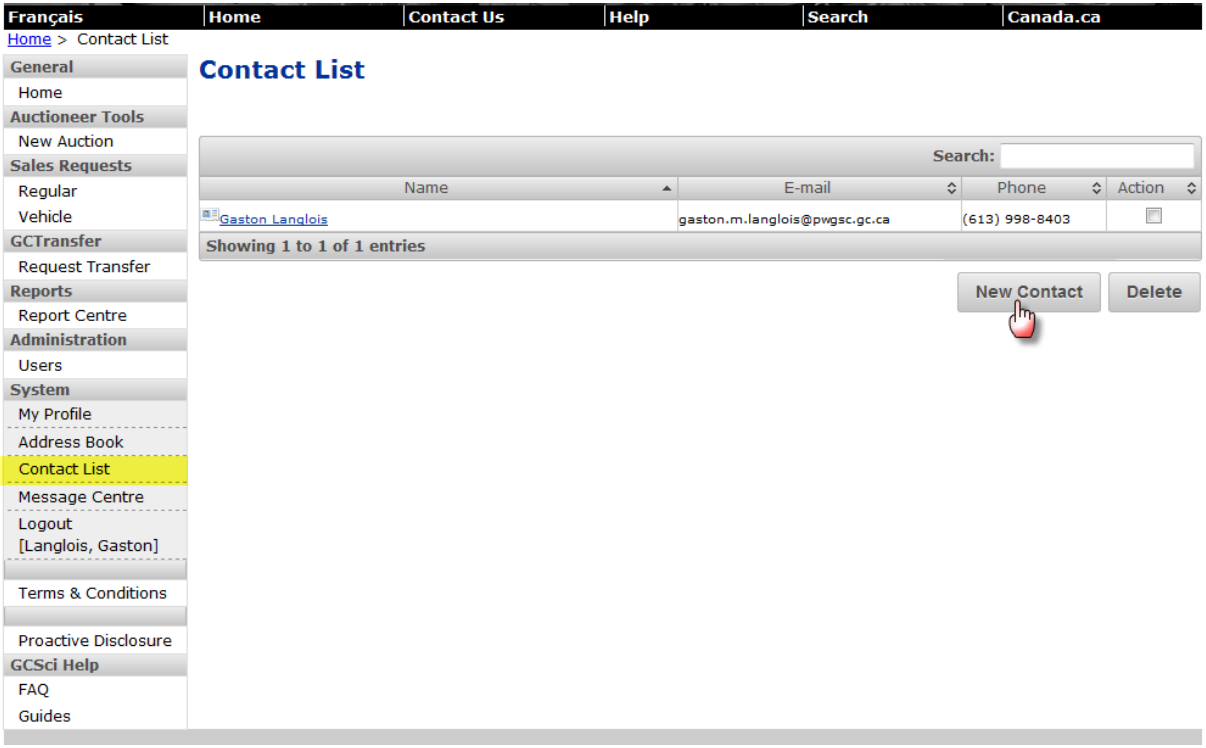
- The home page gives you a quick access point to all Sales Requests at their various stages in the process under different tabs.
- Click on **Address Book** in the side navigation bar to add the address of the location from which the asset is being sold.





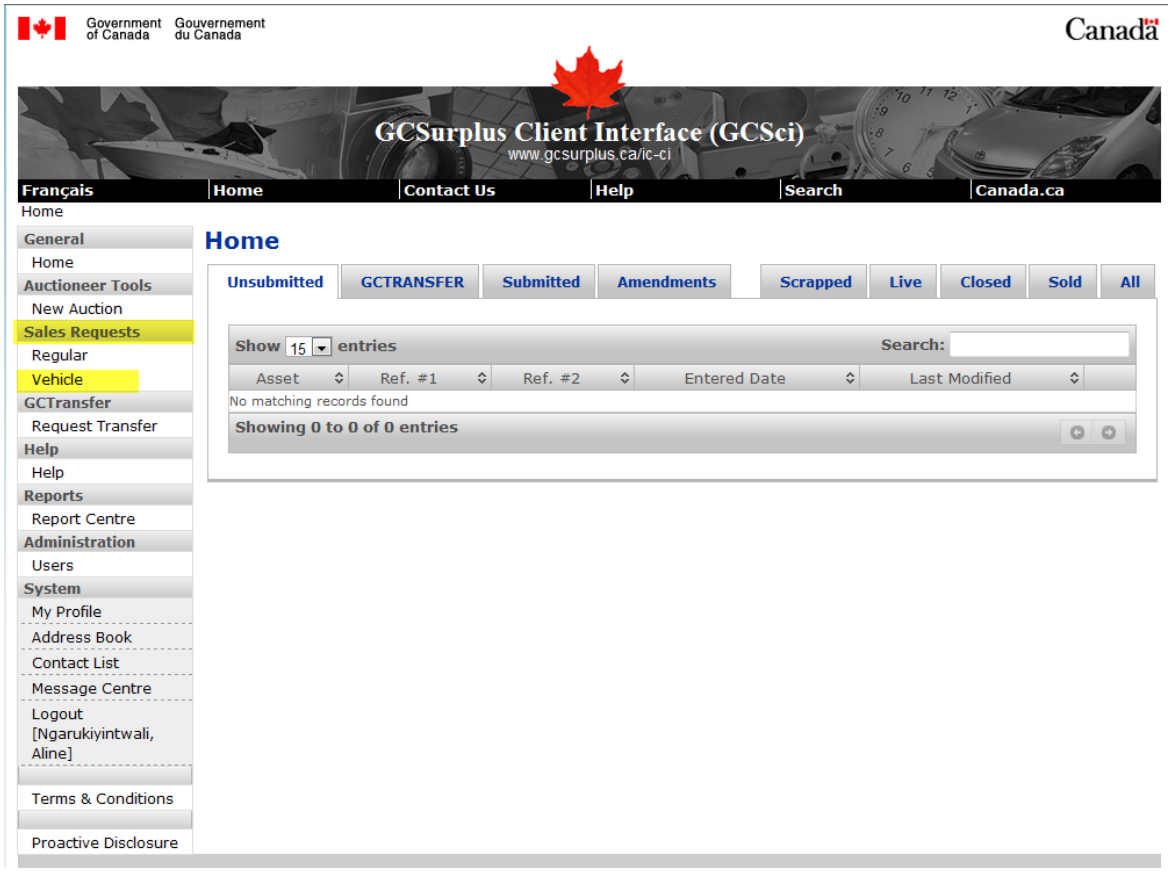
How To Sell From Your Location

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



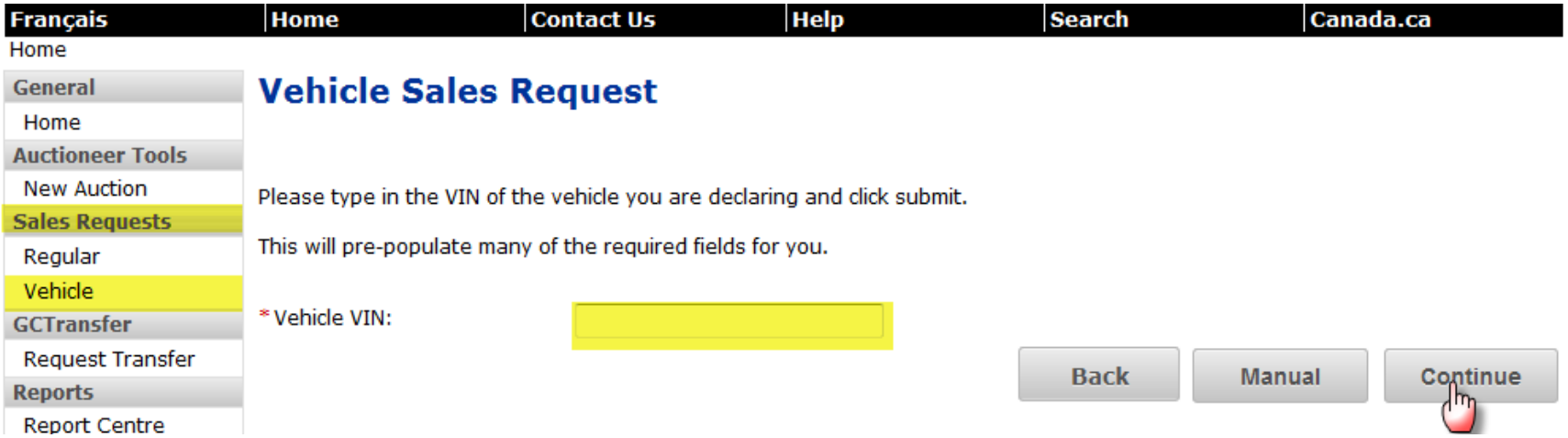
How To Sell From Your Location

- 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.



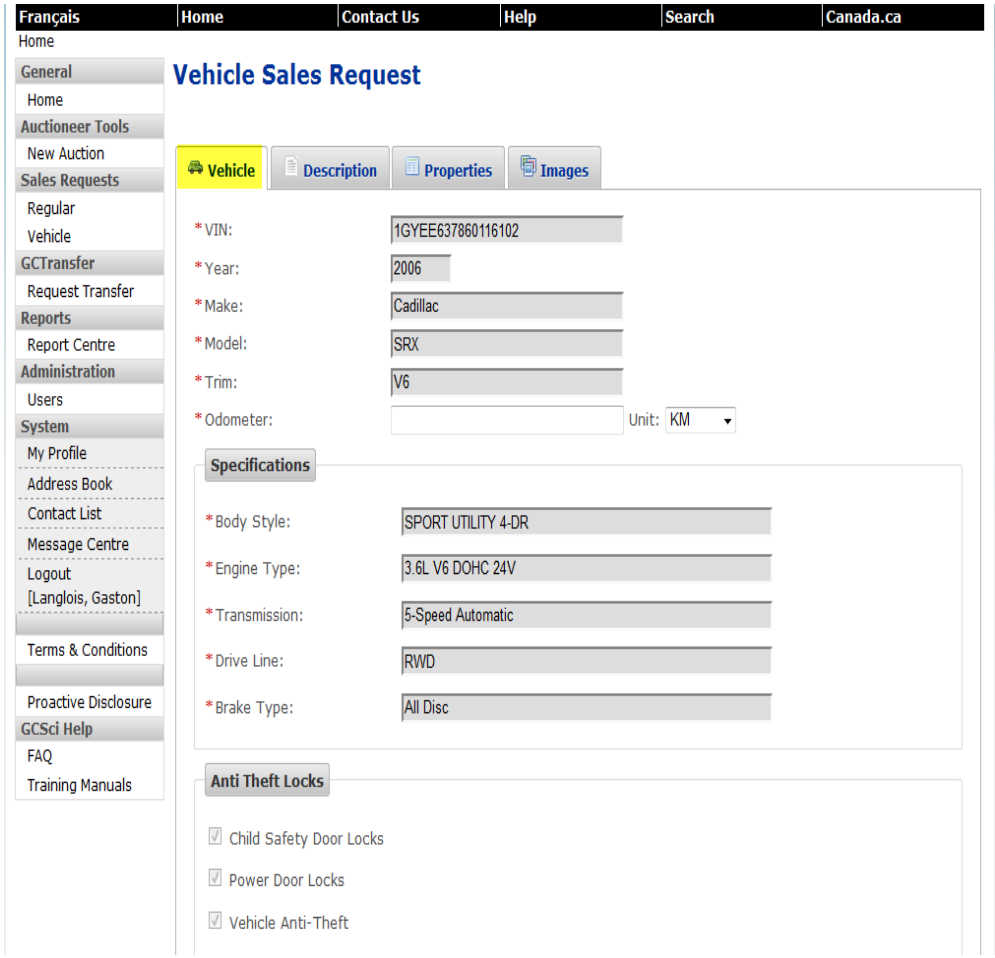
How To Sell From Your Location

- 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.



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.



How To Sell From Your Location

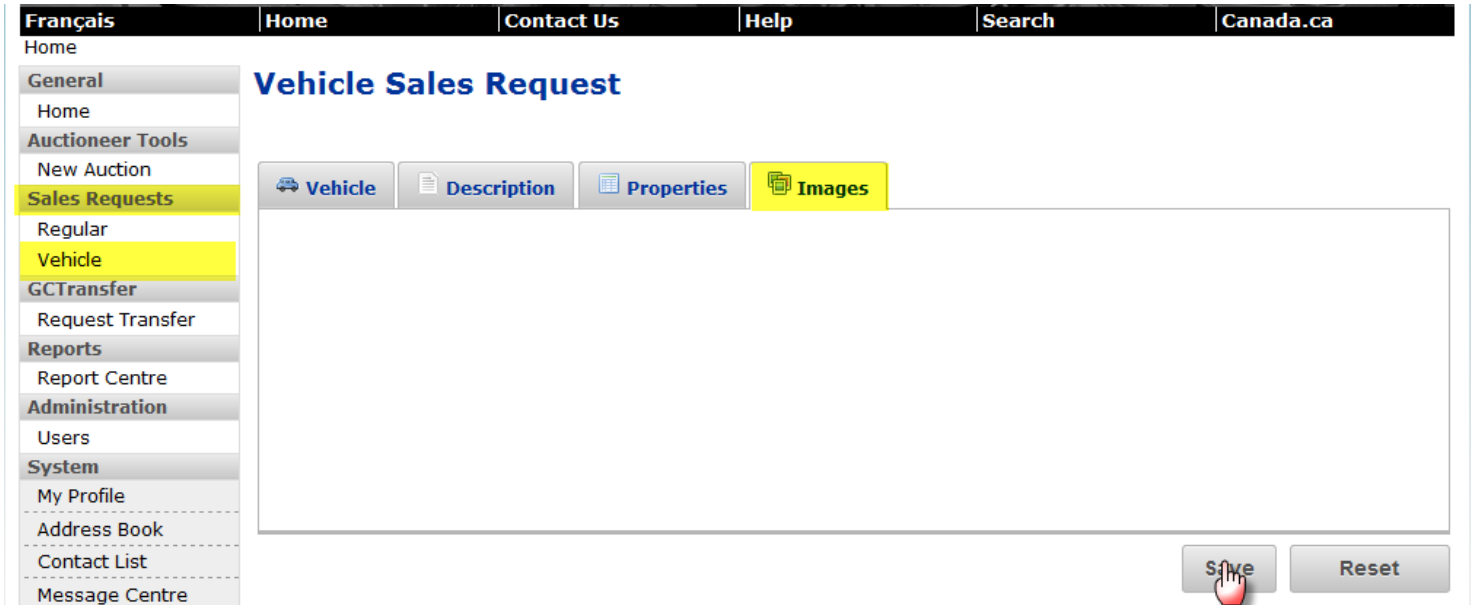
- Click on the **Description** tab. **Net Book Value: Is only for** transfers . The **Asset #** is an optional field and is offered for your own reference purposes. Please note the **Suggested Minimum Bid** field is also optional and is a suggested amount only. By default, the **Short Description** field 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:

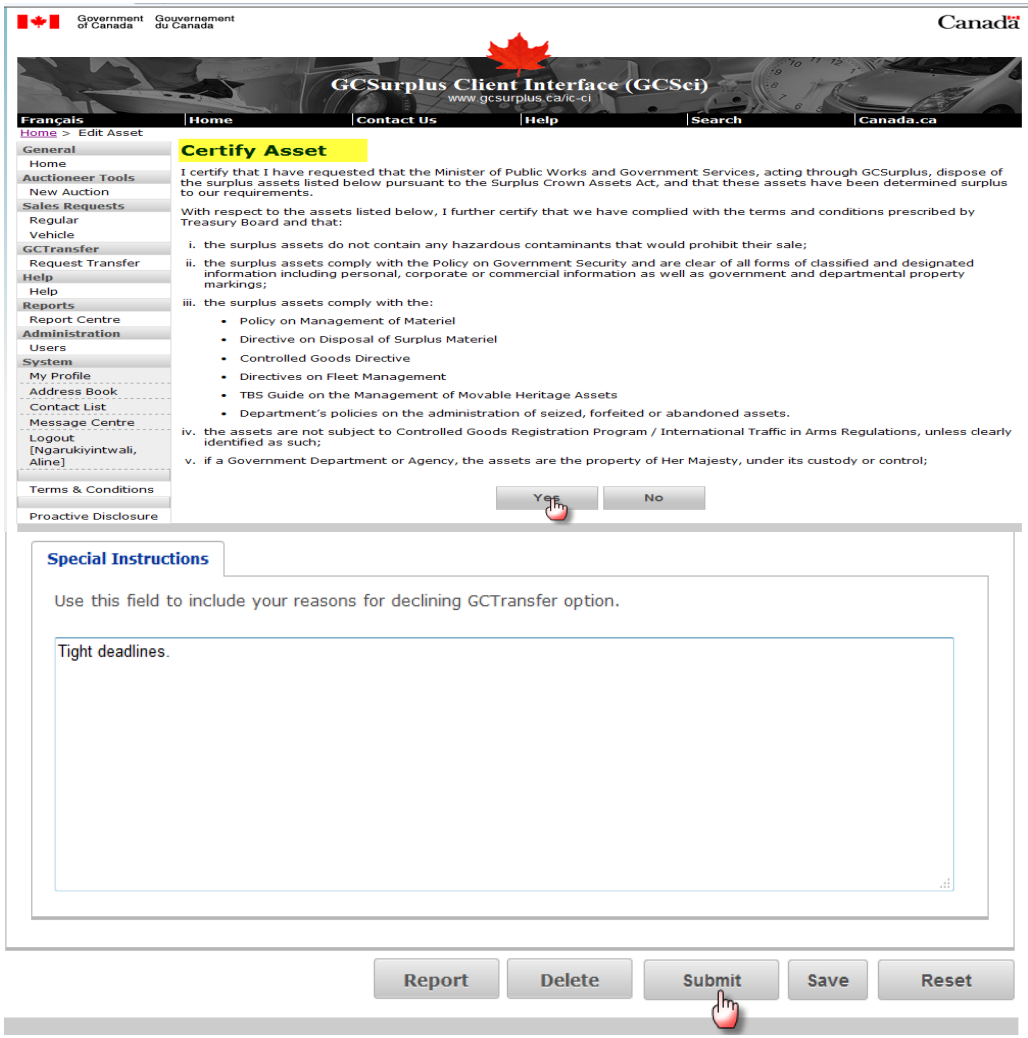
1. the front of the vehicle,
2. the passenger side
3. the rear the passenger side
4. the rear
5. The rear driver side
6. The driver side
7. the engine
8. the odometer
9. interior driver side
10. interior rear driver side
11. interior rear passenger side
12. interior passenger side
13. tires
14. if possible the suspension
15. any damage or markings.
16. Identification plate (door)

- The total amount of pictures should be of 20-25



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**.

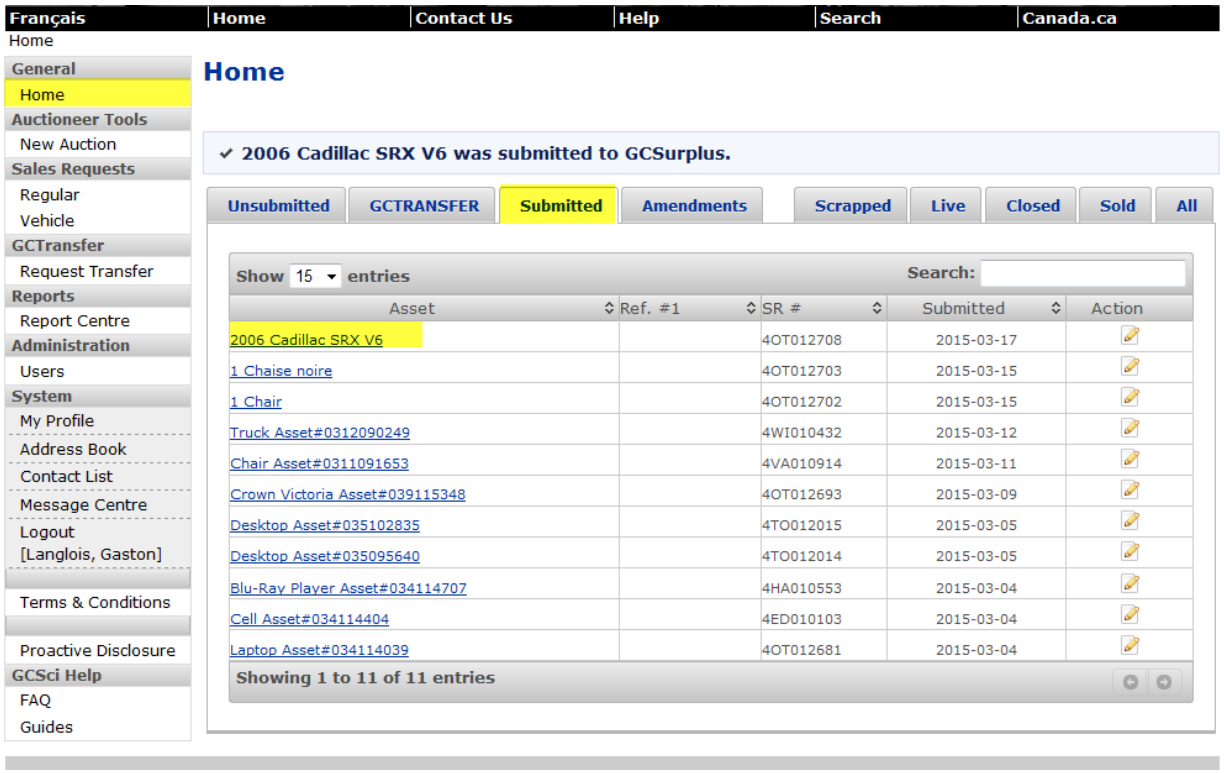


How To Sell From Your Location

- 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.

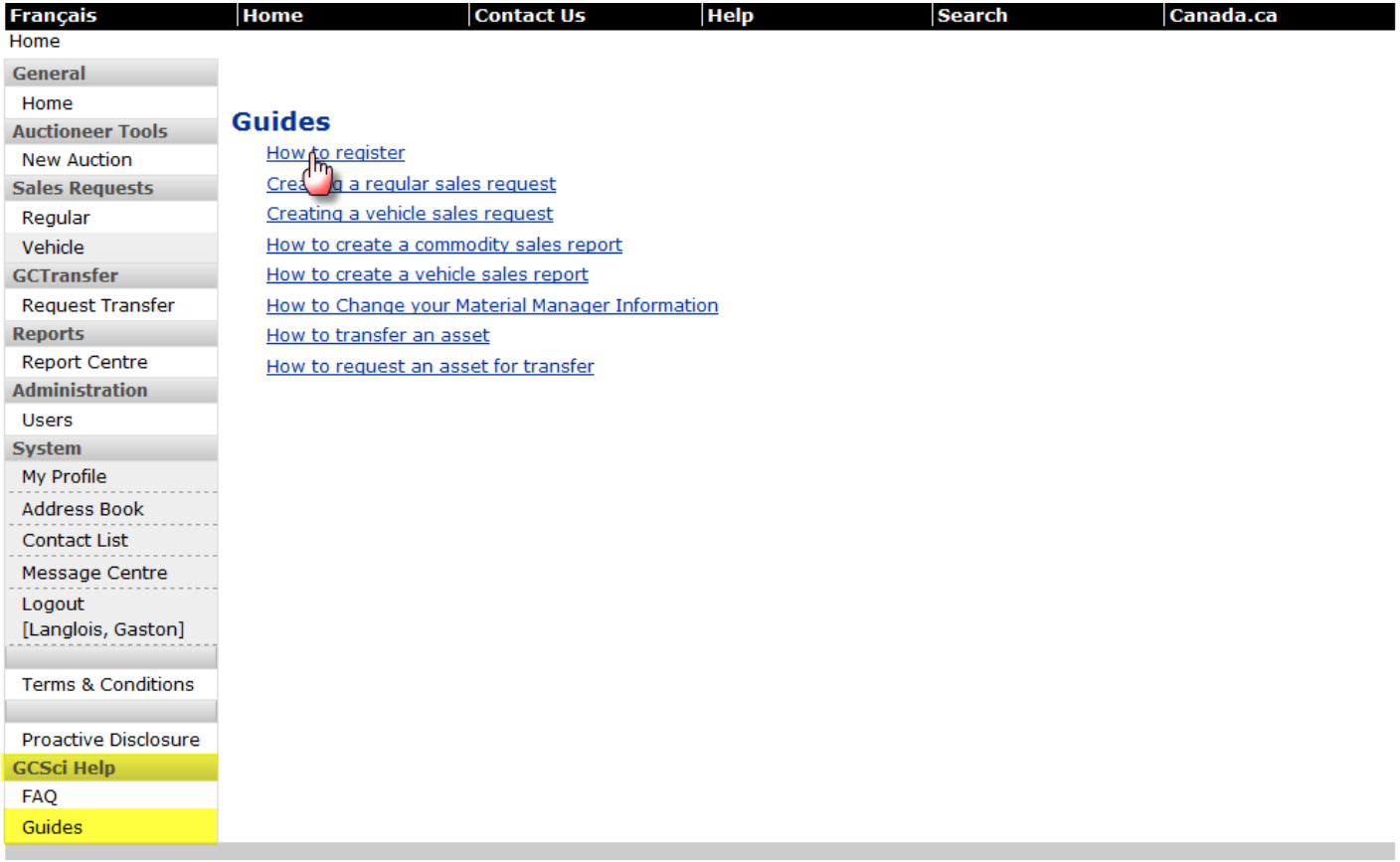


How To Sell From Your Location

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

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.



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

Unique items sold on GCSurplus