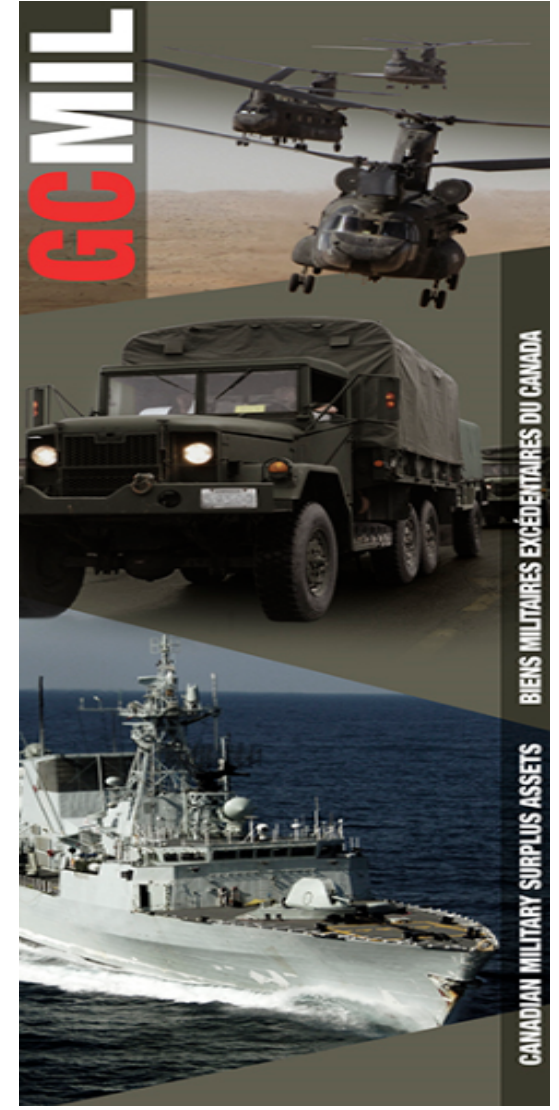




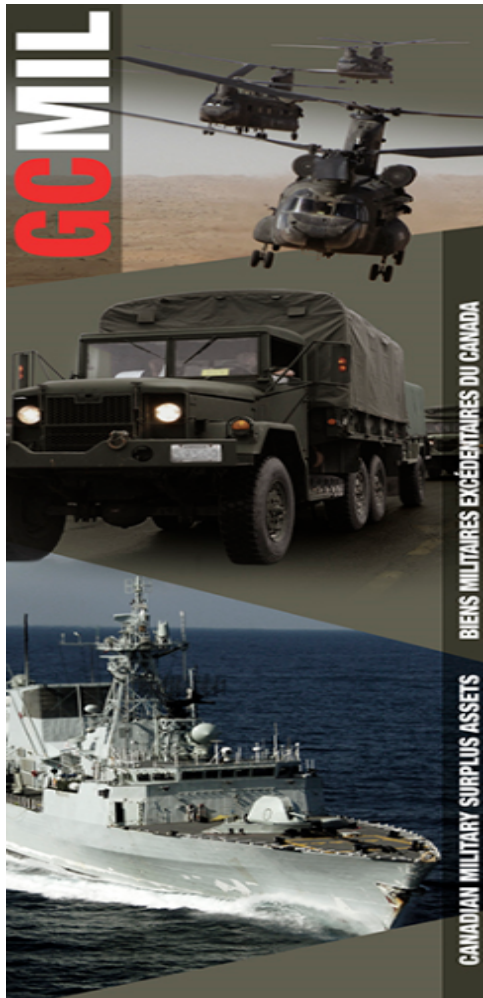
Serving  
**GOVERNMENT,**  
serving  
**CANADIANS.**

# GC Mil

**Sales and re-marketing of Canadian  
Surplus Controlled Goods and  
Specialized Assets**



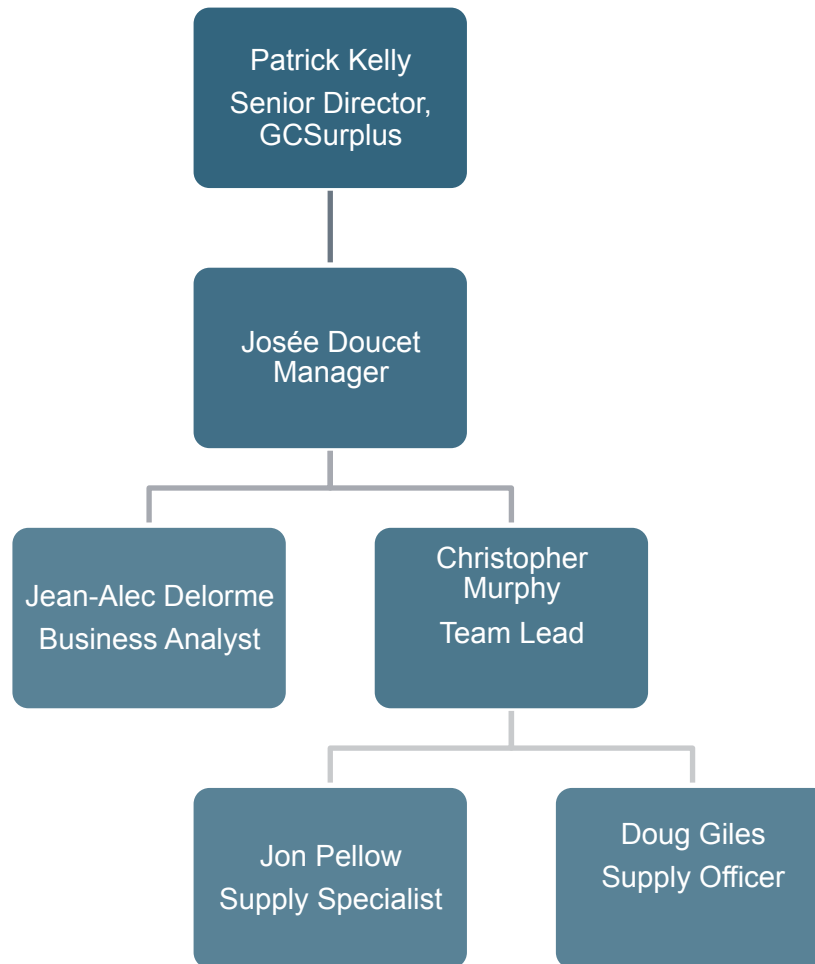
# GCMil Program



- ✓ GCMil was a joint initiative between the Department of National Defence (DND) and Public Works Government Services Canada initially established to remarket surplus military assets to foreign governments.
- ✓ Service provision has been expanded to include the other government departments that possess controlled goods or specialized assets.
- ✓ Our mandate is to remarket and sell surplus assets to foreign governments and select private industries, in an effort to obtain the best possible value for the Crown.



# GCMil Team



# Key Activities

## Client Engagement and Support provided to:

- Equipment Program Managers
- Canadian Defence Attachés
- Technical Authorities
- Department Contractual Authorities

## Functional Authority

- Policy (divestment of CG)
- Legal consultations
- Clause development
- Guidance
- Key Stakeholder Engagement
- Training
- Working groups

## Remarketing

- Website
- Trade shows
- Networking
- NATO Logistics Stock Exchange
- Canadian Commercial Corporation
- Trade Commissioners

## Purchaser Engagement

- Foreign Defence Attaché Community
- Foreign representatives
- Original Equipment Manufacture
- Lobbyist

## Sales

- Listing
- Request for Letters of Interest
- Negotiations
  - Price, Terms and Conditions
- Purchase Agreement
- Legal
- Financial management

## Contracting Authority

- Sale of Controlled Goods with the Condition to Demilitarize
  - Canadian Forces Depots and Bases
  - Other Government Departments



# BALANCING POLICY



ITAR

Controlled Goods  
Regulations

Defence  
Production  
Act

Surplus  
Crown Asset  
Act

Transport Dangerous  
Goods Regulations

U.N.  
Arms  
Trade  
Treaty

Export  
Import  
Permits  
Act

Export Permit Regulations

Transport  
of  
Dangerous  
Goods Act

+ POLITICAL SENSITIVITY



# Controlled Goods

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- ✓ Controlled Goods are primarily goods, including components and technical data that have military or national security significance, which are controlled domestically by the Government of Canada and defined in the *Defence Production Act (section 35)*.
- ✓ Defense articles originating from the United States are controlled by the United States Munitions List—part 121 of the United States International Traffic in Arms Regulations
- ✓ This applies to goods, regardless of where they are manufactured, that are manufactured from technical data originating from the United States and are controlled by the *International Traffic in Arms Regulations*
- ✓ We ensure Canadian companies are registered under the Controlled Goods Program or foreign nation equivalent

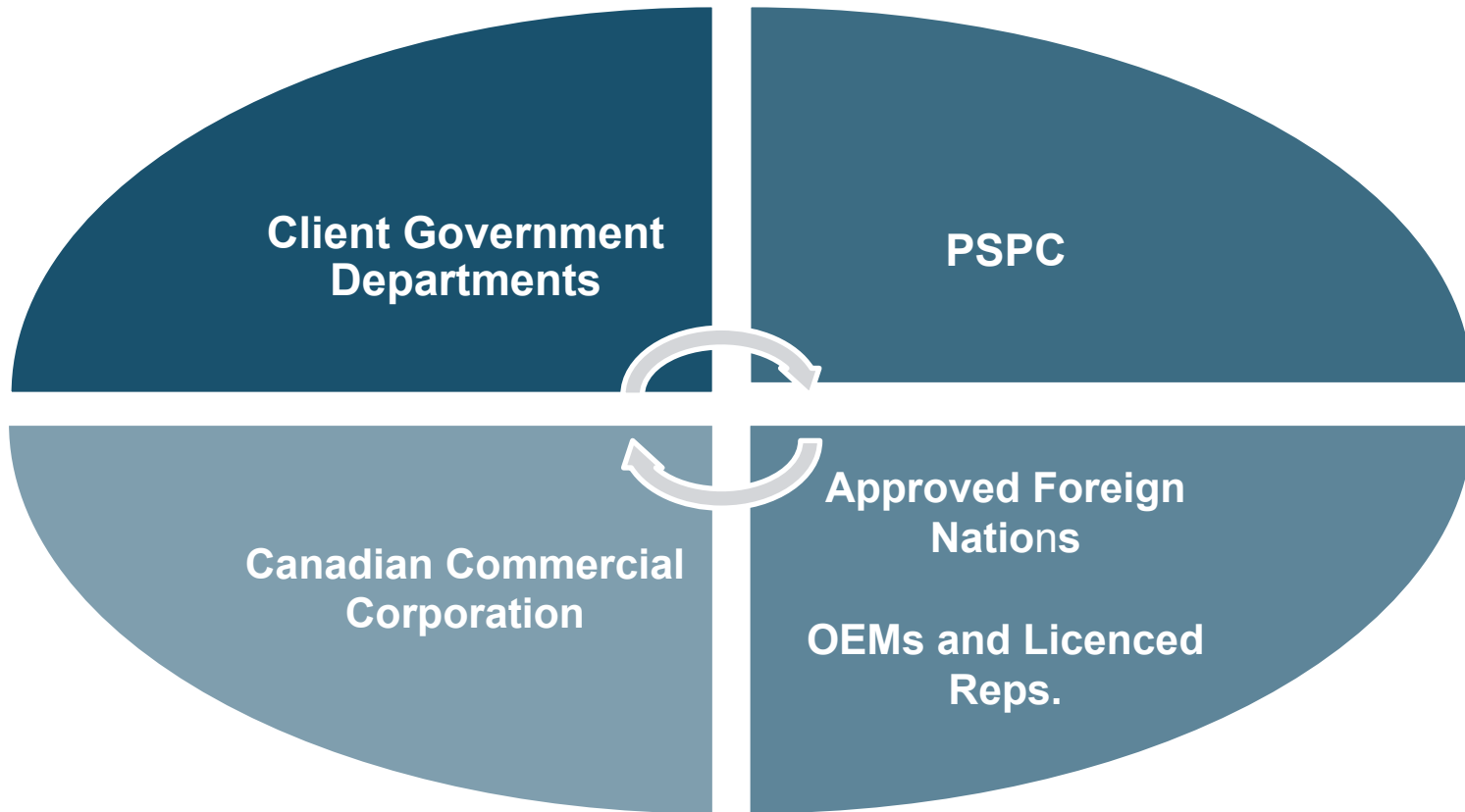


# Controlled Goods and GCMil

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- ✓ We ensure that the Canadian companies we deal with are registered under the Controlled Goods Program or foreign nation equivalent

# Key Partnerships





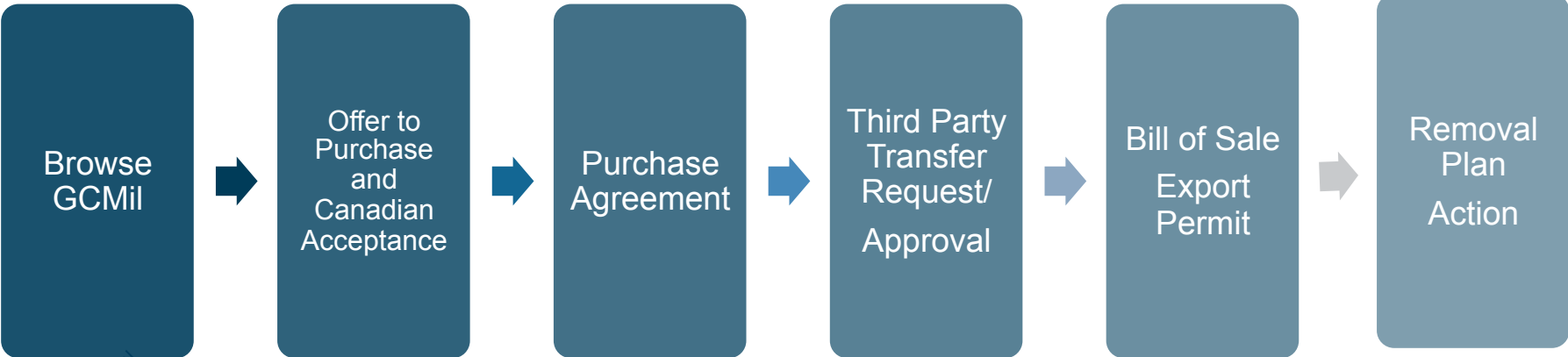
# GCMil Website

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- ✓ GCMil primarily uses a restricted website that allows authorized foreign affairs communities and militaries to access information related to surplus Canadian controlled goods, sensitive and specialized assets.
- ✓ This site provides the military, client government departments, foreign affairs and defence industry communities, in Canada and abroad, with pertinent information concerning the sale of surplus Canadian military assets as well as surplus controlled and specialized assets from other Government of Canada departments and agencies.
- ✓ The GCMil website allows potential buyers to be connected with the GCMil team to coordinate and negotiate the sale of these goods.



# General Sale Process



# Client Experience

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- ✓ The GCMil team will work with you to ensure you are provided the optimal client experience including the provision of advice and guidance.
- ✓ We will walk you throughout the entire sales process including marketing the assets to the appropriate customer base to the final removal.
- ✓ We will work with you to ensure that you are proactively informed of potential purchaser requirements as it pertains to the export or transportation of the assets.
- ✓ In the event that there is no market for the assets we will work with you to convert the assets to waste.



# Contact

GCMil@PWGSC-  
TPSGC.GC.CA

