

## THE INVESTIGATOR

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### About Us

Since 2000 BCSI has performed hundreds of successful investigations.

Our integrated team of investigators and support services ensure that the investigations are conducted in a timely fashion with leading edge techniques.

BCSI is considered the platinum standard of the industry based on the quality and the wide spectrum of its services as well as the expertise of the investigators.

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### Grey Market Goods

Majority of consumers are familiar with counterfeit goods; however there is another market that many will be unaware of. Grey market goods differ from [counterfeit](#) products as counterfeit products are often poor imitations of originals that are made at low cost and are attractive to the consumers who are unable to afford the authentic product. Grey market goods are authentic company products that are produced by authorized manufacturers however, they're being bought by various domestic markets and sold by unauthorized retailers.

### How Does It Work?

Companies base the cost of their product to authorized retailers on the jurisdiction that company is a retailer in. This means that products can be purchased at a reduced price in a foreign market than what they are being sold for in a domestic market, imported to that domestic market, and being sold at a lower cost than the current retail price. The effect of this process is a company who would otherwise make a sale, is now losing the profit to a company that is not authorized to sell the product in that market. A number of companies have begun to take advantage of this practice to be able to bypass a manufacturer and sell the product themselves for a lower price than the authorized retailers. This causes a number of issues for the owner of products intellectual property rights and essentially leads to the manufacturer of the product competing against itself within the market with their own product.



### Grey Market in Canada

The legality of grey market goods and whether or not it infringes on intellectual property rights is currently an ongoing conversation between the government and the owner of products property rights. The situation in Canada remains unclear as companies continue to argue in court over the rights to selling the products. Companies are using sections found in the Trademark and Copyright Acts in Canada to assist in their cases in shutting down these unauthorized dealers. These sections and how they are being used will be discussed in next week's newsletter

Throughout the month of June, newsletters will continue to explore the market for grey market goods, various issues surrounding them as well as how we can combat the importation and sale of these goods. For more information, visit our [website](#) or [contact us](#).