



CANAL DE PANAMÁ

CCO-19-001 AMENDMENT N° 4

**CONCESSION OF CANAL DE PANAMÁ STORES AND A NON-EXCLUSIVE LICENSE TO USE SOME TRADEMARKS**

- A. Invitation for bid, page 10, Proposal Package Delivery block is amended to read as follows:

Proposal packages shall be delivered at Building N° 125, Panama Canal Authority, Balboa, Monday to Friday, from 08:00 to 15:00, not later than July 26, 2019. Tenderers shall assume full responsibility for timely delivery of their bids at the location designated.

**Note:** The proposals packages already submitted shall be updated with the documentation requested in this amendment.

- B. Invitation for bids, page 12 is amended to include the following item: Identical Price Proposals, as follows:

When identical price proposals are received, the contracting officer shall select the proposal by random selection in the presence of two witnesses, and will make an official record of the result.

- C. Invitation for bids, page 32, Termination for Convenience, paragraph (b), is amended to read as follows:

b. In the event ACP terminates this Contract pursuant to this Section 10.4 Termination for Convenience, ACP shall give to the VENDOR the alternatives of selling the inventory merchandise, as of the Termination Date, on other location or through a new license contract between ACP and the VENDOR.

- D. Invitation for bids, page 53, paragraph 2. Tenderers Minimum requirements to Qualify, subparagraph (e) is amended to read as follows:

e. Tenderer shall demonstrate financial solvency and capability to develop and operate the business described in the invitation for bids, and credit lines of at least mid-six figures. The financial solvency and capability to develop and operate the business shall be determined based on the result of the following financial ratios:

Profitability Ratios

- Return on Equity (ROE)
- Return on Assets (ROA)
- Return on Sales (ROS)

Leverage Ratios

- Debt to Equity Ratio
- Total Debt to Total Assets

Liquidity Ratios

- Current Ratio
- Working Capital

E. Invitation for bids, page 55 is amended to include a new item (13) as follows:

13. Letter signed by tenderer's legal representative presenting a financial ratios report including calculation and results of the following financial ratios, based on financial information provided in tenderer's proposal, in this invitation for bid.

Profitability Ratios

- Return on Equity (ROE)
- Return on Assets (ROA)
- Return on Sales (ROS)

Leverage Ratios

- Debt to Equity Ratio
- Total Debt to Total Assets

Liquidity Ratios

- Current Ratio
- Working Capital

F. Invitation for bids, page 55, item (12) is amended to read as follows:

12. A full color render with frontal and lateral images showing graphic design of products' packaging or wraps, reusable bags and boxes to be used in each store. All merchandise's packaging, containers or boxes shall be made of biodegradable material. Plastic bags or wraps are not allowed under this contract.

G. Invitation for bids, page 64, item (6) is amended to read as follows:

6. Merchandise's packaging, containers and boxes

- All merchandise's packaging, containers or boxes shall be made with biodegradable material. Plastic bags or wraps are not allowed under this contract.
- No torn or dirty packaging materials.
- No loose or missing tape, binding, etc.
- No loose or unprotected parts in package, container or box.
- No manufacturer promotion or survey or brochure of other products, etc. shall be included in merchandise's packaging, container or box.