



St. John's Hospital Mzuzu
To the Hospital Administrator
Mr. Raphael Nyrenda
Mzuzu
Malawi

December 16, 2007

Proposal of a HEALTH COOPERATION between ST. JOHN'S HOSPITAL and GRACE CHARITY

Dear Mr. Nyrenda,

Among other things GRACE (a German charity, operating in the rural area of Chipunga) covers 75% of the health outlays of the Chipunga workforce. Following our personal conversation at November 5, I would like you to consider the in the following described health care collaboration between St. John's and our charity.

In Malawi people don't go to the doctor or can't buy medication because they have no insurance cover and no money at hand. As a hospital administrator you know the two sided dilemma: a) to the people who can't pay to get helped, and subsequent b) to the hospital which has to do hard work to get reimbursed for treatment and labour expenses. Thus our plan is to carry out the essential health care for Chipunga Farm workforce and their family members exclusively at your hospital. Such an arrangement could become a win-win situation for St. John's Hospital and of course for the people we are caring for.

A register containing the names of all backed up workers, workers husband's or wife's, and their kids will be generated by Mr. Justin Menenjembe from Chipunga Farms. The register will be forwarded to your disposal and is going to be updated on a regular basis about twice a year (can be done by e-mail if wished).

Scheme: If a person needs treatment or medical care, a personalized coupon (containing a consecutive number, the name of the individual and the stamp of Chipunga Farms Ltd) will be handed out. The person takes the coupon to the hospital. St. John's easily can compare the person's name on the coupon with the current register provided by the farm. If matching, the patient gets medical care without payment. St. John's Hospital shall compile a detailed periodical health record on all cost generated with this scheme (listing the consecutive coupon number, the name of patient, the day of accomplishment, the type of handling, and the charge for this case). With this documentation GRACE shall be invoiced at the end of every single month.

If you agree to such a proposal I prepare a short contract fixing the details of such a health collaboration between St. John's Hospital and GRACE. If required, details on my proposal can be discussed face to face with our commissioner Dr. Willi Ehret or the Managing Director of Chipunga Farms Mr. Bernard Schwarz.

Hope to hearing from you soon.

With best regards from Germany,



Dr. Jens Diedrich
President GRACE charity

CC to:

Dr. Ehret (GRACE commissioner in Malawi)
Mr. Schwarz (Managing Director of Chipunga Farms Ltd.)
Mr. Msefula (Farm Manager of Chipunga Farms Ltd.)
Chipunga Development Committee