Scott sorts out supply

Helping hand for hospital

A highly experienced material manager was brought into the Marshall Islands two months ago to train Majuro Hospital staff in managing inventories of supplies and medicines.

Keith Scott began working at the hospital as director of material management on May 30. He is training several staff in techniques that will help maintain stored sup-

Working alongside Scott is a Marshallese counterpart and assis-tant supervisor Trial Mijon.

As a counterpart, Mijon is picking up management skills.

Scott will be working at the hospital for two years before returning to Australia. He has 25 years of experiece and the will to help Majuro Hospital staff.

Majuro's Hospital had basic supplies management. However, staff lacked advanced knowledge and needed training, according to hospital administrator Sandy Alfred. He said Scott's presence will help hospital staff through training and improving the handling of inventory.



'Scott's presence will help hospital staff through training and improving the handling of inventory." — Sandy Alfred

> Australia's Keith Scott in his office at Majuro Hospital. Over the next two years, he hopes to vastly improve management of

Medical picture much improved

It appears that Majuro's medical picture has been greatly blessed this year, because the hospital has received a wide range of support from several nations, and private clinics have opened, expanding options available to the community.

In late May, Australian manage ment specialist Keith Scott arrived in the Marshall Islands to help develop systems for maintaining supplies and to train staff at Majuro Hospital.

Focus on Dr. Landis: P21

The hospital has also got its CT scanner up and running - which adds a very sophisticated piece of diagnostic equipment to the hospi-

The USDA Rural Development program has provided funding to the hospital that helped pay for a new

And the Japanese-funded hospital extension is moving along for a late-2005 completion in front of the existing building.

Aside from government facilities, staff and equipment, in mid-April, Dr. Mark Landis and his wife Rose established the Marshall Islands American Medical Clinic in Uliga.

The clinic serves residents, tourists, and crews of ships and yachts. It also helps reduce the number

of patients at the hospital and shares the burden hospital doctors, nurses, and staff carry everv dav.

The new clinic joins with the long-established Majuro Clinic, which is opposite MIVA and is run by Dr. Alex Pinano.

As well, Majuro's first dental clinic, Capital Dentistry, opened a number of months ago, making it the atoll's first private dental clinic here.

OPINIONS

Mobil: MEC causes hold-up

Your story in the Marshall Islands Journal July 8,2005 edition regarding fuel supply arrangements to MEC contains a number of factual errors. It is important we respond to set the record straight.

As a result of a competitive bidding process, Mobil has been attempting to negotiate a new supply contract with MEC since October 2004. The old contract expired on August 2004. The new contract, which we had hoped would be in place in early 2005, would have provided a reliable fuel supply and transparent pricing for the Marshall Islands.

After several rounds of negotiation between MEC and Mobil between October 2004 and March 2005, MEC was not willing to accept terms and conditions discussed throughout the fivemonth period. In addition, Mobil agreed to provide information requested in March 2005 and delivered this information in April 2005, contrary to MEC's claim.

In the absence of a new supply contract, MEC became a spot customer with standard terms and



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conditions for spot sales, including credit and delivery.

Spot sales require long leadtime, as the fuel purchase needs to fit in with our contracted deliveries. Given the high demand for fuel in the region, owing to high demand in China and India, it becomes

more essential to plan for deliveries with long lead times to avoid premiums associated with 'prompt" orders.

Mobil's proposed terms for a spot sale on June 24, 2005 were not accepted by MEC.

Further, on July 5,2005 Mobil

Mobil Oil Micronesia's Jeff Borja and Cecile Suda at an All-Mike fishing tournament banquet.

again made a proposal, which MEC has not accepted as proposed. Over the past several years, global crude prices have continued to increase as a result of supply and demand and freight cost that impacts the cost of fuel to our region.

These global market forces impact all nations large and small. Mobil's aim is to earn a reasonable commercial return in our business and provide MEC with a secure supply of fuel at a competitive

In order to provide the most competitive offer, we have implemented a number of initiatives to deliver efficiency improvements in our operations.

At the same time we have

addressed the fundamental need to ensure that high standards on safety, the environment, product quality, and asset integrity are maintained at all times.

Mobil Oil Micronesia has been a good corporate citizen in the RMI for over 38 years. We assure your readers that Mobil is committed to working cooperatively with MEC to finalize a fair and equitable contract.

We are also co-mmitted to maintaining a constructive dialogue with the leadership of the RMI government.

We appreciate that the senior levels of the RMI government have devoted their time and efforts to work with Mobil to understand the impact of global forces on supply of fuel to the nation.

Our aim is to meet the energy challenges of the RMI, as well as to deliver a reliable, quality product to the nation.

Jeff C. Borja President, Mobil Oil Micronesia, Inc