



Association of Hospital Supply & Purchasing Officers INC



23<sup>rd</sup> Annual Conference  
19<sup>th</sup> - 21<sup>st</sup> October 2011

Venue: Mercure Ballarat Hotel & Convention Centre 613 Main Road Ballarat Vic 3350

## CONFERENCE PROGRAM AND REGISTRATION FORM

*presentations from:*

- |                         |                  |
|-------------------------|------------------|
| ▪ Darren Flanagan       | ▪ Peter Wilson   |
| ▪ Noel Whittaker        | ▪ Santo Cavaleri |
| ▪ Ray Scicluna          | ▪ David Pearce   |
| ▪ Dr Jefferson Hopewell | ▪ Richard Fox    |

*Focusing on your needs* this comprehensive programme is developed to:-

- give you *effective strategies* to assist in achieving supply, health & wealth tactics for today and the future.
- provide keynote speakers who will enlighten you with their *knowledge* and vision, enabling you to take from them the most effective strategies.
- gain *information* that can be used on a day-to-day basis to deal with your development and personal growth within the supply chain and your privates lives.

This conference will gather procurement staff from public & private health services across many states, enabling you to meet with your peers & other delegates who face the same problems as you in a knowledge sharing environment. The opportunity to renew, establish and cement relationships with your industry peers.

*Scope* - this conference will cover effective strategies for supply chain. You will gain a wide range of experiences with insights from the variety of speakers, open discussion and experiences of your peers.



Same Organisation Multiple Registration  
Discount Rate available



Early Bird Discount available

# About our Facilitator and Keynote Speakers

## Sponsors

### Platinum



### Network Session

*Axis Pacific*

### Keynote Speaker

*Corporate Express  
&  
J&J Medical*

### Lunch Sponsor

*Paul Hartmann P/L  
&  
Livingstone International*

### Morning Tea

*Printmedia Group  
&  
Mediflex Industries*

### Afternoon Tea

*Howard Wright Ltd*

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BOC Ltd  
CareFusion  
Medline Australia  
SteriHealth Ltd  
Air Liquide Healthcare  
ITL Healthcare  
Covidien*



**Mark McKeon**...AHSPO's 'off again-on again' Facilitator. This will be Mark's 4th adventure with AHSPO. Mark is the designer of the 'Go Zone' Personal Efficiency Program, an internationally published author of 3 books and a former AFL football and High Performance Coach. Mark's company "Mischief, Motivation, Attitude Pty Ltd conducts over 200 Training and Conference Programs each year. Mark has recently returned from speaking in the UK, France and Vietnam, and believes that we should take no pride in doing something well if we shouldn't be doing it at all!

Married with 2 sons who now defeat him at everything except table tennis!

**Darren Flanagan**... a humble and reluctant "celebrity" so claustrophobic he cannot do a sleeping bag up. Darren received a call late on a Sunday night. Darren will tell how that one call changed his life from an ordinary family man to a real hero of the great escape which is emotive, dramatic and inspiring. Darren was nicknamed "The Gun" because he was the one who charged and fired the explosives that eventually released from their tomb 925m underground the Beaconsfield miners Todd Russell & Brant Webb. Darren will tell us about the achievements, the inspiration, the motivation and the risk management involved in this rescue.



**Noel Whittaker** ...Noel is one of Australia's leading financial advisers. Every week in Australia he reaches over three million people with his columns in prestige newspapers and talkback radio programs. Named Australian Investment Planner of years 1988 & 2003, he was awarded the Australian Centenary medal in recognition of his services to the financial services industry. He is an author of international stature with best sellers in UK, Sth Africa, NZ & Asia, and is founding director of Whittaker Macnaught Pty Ltd. His 43 years experience in finance include 10 years with Westpac, 2 years as chief accountant for a listed property company, three years in a law office, and two years with Beneficial Finance.

**Ray Scicluna**... "wasn't the brightest kid at school, but is one of the sharpest tools in the shed". Left school at 13, could not read or write but still turned over more than 90 million dollars by the age of 27. At 29 Ray lost the lot! His Father said "there'll be days like this". Self employed for 34 years he owned 3 franchises, including "Video Ezy". Currently MD of "All Good Stuff", Ray's targeted area will be, Opportunites and Difficulties - work with both, Management-getting the best out of people & create magic moments; Life - set a better sail; Inspiration- get it done. Ray's message is simple yet effective "**ALL THINGS ARE POSSIBLE**"



**Program Amendments:** All care has been taken in the development of this program to ensure that the contents are applicable and correct at the time of printing however they are subject to change without notice if circumstances require.

## Day 1 Wednesday 19<sup>th</sup> Open Exhibition and Network Session

**PM**

- 2:30-5pm **Registration and exhibition opens Convention Centre**  
43 Exhibitors will be displaying their products and services. In order to support sponsors and exhibitors the display will be open to local and surrounding districts healthcare professionals.  
Tea, coffee and water will be available during the exhibition.
- 6:00 **It's about Networking - Network Session**  
**Sponsored by Aaxis Pacific (Stand 20)**  
A social event offering all registered delegates the opportunity to mix & meet with peers in a relaxed and social environment. Dress code for the evening is casual with comfortable shoes and be prepared for Ballarat's evening chill. Further details will handed out at registration. Bar prices apply throughout the evening.
- 9:00 **Close of day 1**

## Day 2 Thursday 20<sup>th</sup> Morning Session

**AM**

- 8:00 **Registration & Exhibition Open in Convention Centre**
- 8:30 **Conference Welcome - AHSPO President Russell King**
- 8:35 **Conference Opening - Mark Powers AHSPO Life Member**
- 8:45 **It's about Me - Mark McKeon**  
Strategies to deal with our busy "Supply Life" while still looking after ourselves; being able to let go and have a life. Strategies to build confidence and esteem even if you feel your job may be under threat, when you are not rewarded or recognised for what you do.
- 9:15 **It's about Health- SURVIVAL - Darren Flanagan**  
**Proudly sponsored by Corporate Express (Stand 31)**  
"The Gun" Darren shows us the potential to be extra ordinary. He will present on the achievements, the inspiration, the motivation and the risk management that was involved in the release of Todd & Brant at the Beaconsfield Mine.
- 10:15 **Morning tea with our exhibitors. Sponsored by Printmedia (Stand 7)**
- 10:45 **It's about Supply- Our Heritage & Embracing Change.** Facilitated by Mark McKeon. An interview style presentation on How it was! How it is! How it will be! Contributions from David Pearce, Arthur Taft, Santo Cavaleri, Richard Fox & Peter Wilson. Talking about the Heritage of supply how some parts do not change but other parts have and how to embrace change for our future.
- PM 12:00 Lunch with our exhibitors. Sponsored by Paul Hartmann P/L (Stand 15)**

## Day 2 Thursday 20<sup>th</sup> Afternoon Session

PM

- 1:15 **It's about Supply- Our Heritage & Embracing Change (Part 2)**  
What can we do? How do we value add? Breakout session with groups disseminating ideas on what we can do and how do we value add. Each group to presents their ideas to all delegates allowing open discussion on presentations.
- 2:15 **It's about Green Health- Moving sustainability forward in public healthcare – Victoria. Dr Jefferson Hopewell**  
Health Purchasing Victoria, Department of Health(Environmental Sustainability) & Sustainability Victoria have been working together to progress sustainable procurement in public healthcare. Jefferson will take us on this journey.
- 3:00 **Afternoon Tea with our exhibitors. Sponsored by Howard Wright (Stand 6)**
- 3:30 **It's about Wealth and Me - Noel Whittaker**  
We are busy managing the company finances, but do we allow ourselves the time to manage our own finances. Noel will present on making money made simple, taking advantage of superannuation, salary sacrificing and Living well in retirement.
- 4:30 **Annual General Meeting - all members are invited to attend.**
- 5:00 **Close of Day 2**
- 7:00-12pm **Conference dinner - Eureka Ballroom Sponsored by Endeavour Industries. Dress Theme: "It's about ME Health, Wealth & Supply" Band "The Mates"**

## Day 3 Friday 21<sup>st</sup> Morning session

AM

- 8:30 **Exhibition Opens**
- 9:00 **It's about Me - It's the Morning After - Mark McKeon**  
Building on the principles from our Heritage and our Future, all delegates together form groups and work through exercises to build networks, have fun, develop strategies for resilience, confidence solving problems & judging time.
- 10:15 **Morning tea with our exhibitors sponsored by Mediflex Industries (Stand 25)**
- 10:45 **It's about - "Crossroads & Roundabouts"- Life is Full of Choices.**  
PowerUp, PowerOn with Ray Scicluna.  
**Proudly sponsored by Johnson & Johnson Medical (Stand 32)**  
Ray focuses on investing in yourself. If you continue to do the same old thing you will get the same old result. By focusing on the right things in the right order at the right time YOU will get the right result.... that's the bottom line. Only you can guarantee your success, most people want to succeed, but sadly most people are held back by their own negative thinking and just sit on their !!!! and hope for the best. You can do everything right and still sometimes it all goes wrong, however, do nothing and you will guarantee failure. **"People Make It Happen"**
- 12:00 **It's about- Healthier, Wealthier and Wiser - Mark McKeon will bring our theme together so all delegates will leave with information that can be put into practice in our work and home environments.**
- 12:30 **Conference Close**
- 12:40 **Lunch - A choice take & eat on the go, or relax & eat in the shade. Sponsored by Livingstone International (Stand 16)**