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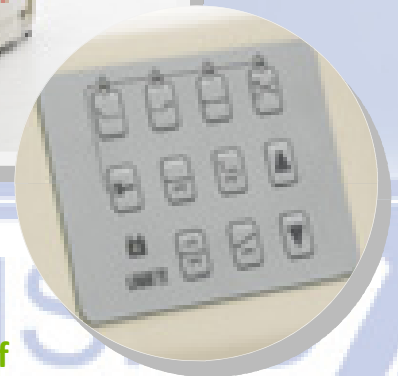


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## MEMBERSHIP REPORT

Total Registered Members	233
Full Members	128 Financial
Corporate	85
Affiliates	9
Associate	1
Life members	10

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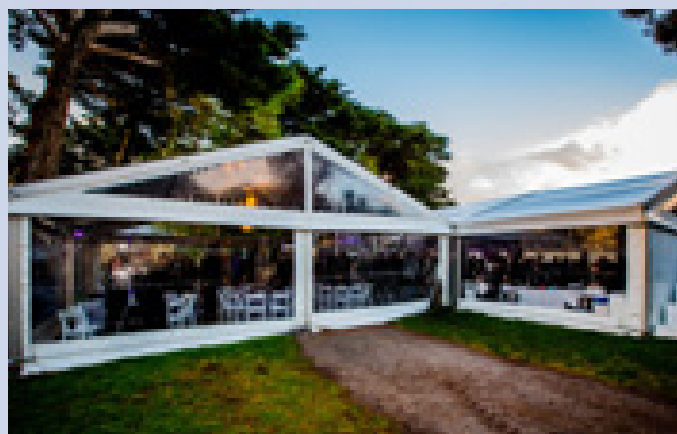
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*25th Conference Dinner on Churchill Island*

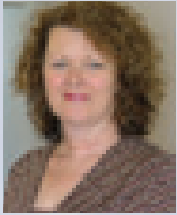


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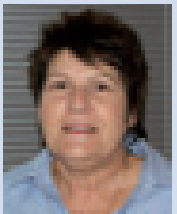
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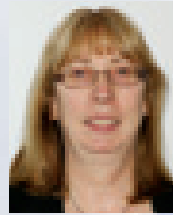
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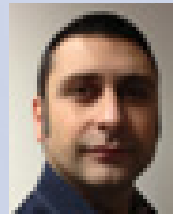
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*Committee members and Joe Hackett NSW Health*

## President's Report

Well what a survival conference, we certainly can say we survived this one, the gale force winds, rain, hail, thunderstorms and lightning didn't stop the conference. Even the marquee survived! The weather is always the one thing that we have no control of, but who could have predicted it would be so bad. Gumboots were also a topic of conversation, we didn't throw them, but they did turn out to be a necessity, walking down the driveway at Churchill Island! See it was for your safety!

Thank you to all those members who took the time to fill out the feedback forms and thank you for your positive & constructive feedback.

It was great to catch up with all the past Committee and those people who have played a vital role in keeping our associations Conference going over the many years on Wednesday. I would like to thank them for taking the time to join us on such a memorable occasion. It was also a pleasure to meet our Life Member Wayne "Squirrel" Hall, a great introduction to our special milestone event 25th Annual conference. Good luck Wayne for your upcoming retirement and we look forward to hearing that you have improved your golf handicap.

We were very excited to have the Honorable David Davis Health Minister who officially opened our conference this year. Thanks to Scott McKay Facilitator who tried to fine the Minister for being late! In this journal you find some articles written by our members on some of our great speakers:

- Wayne Hall Life member
- Ralph Plarre
- Gavin Chase representing Victorian Green Hospital Round Table Forum
- Even Apparuthai - ICN, VIPP
- Megan Main - Health Purchasing Victoria
- Barry Long - VMIA
- Alan Foster - Healhscope
- Our AHSP0 member Terry Hoy SWARH
- Graeme Bowman AKA the Llama calling Peter Jones
- MMA team: Scott, Shane, Mark and Jake
- Not forgetting the great survival story of Theo Venter our final keynote speaker. I need to thank Carson White as our original speaker was not able to attend and Carson was quick to react and provide Theo. I spoke to Theo before the conference and he briefly spoke about his presentation. What a survival story this was, 22000 Volt Electric Shock Theo Venter is one of the only people ever recorded to have been exposed and survived such a horrific accident. It was truly an inspiring survival story.

One of the great networking activities where everyone got involved with, was "lights, camera and action". Watching the videos on Friday during lunchtime was great to see the many talents of our AHSP0 members, the topic of the AHSP0 evolution proved to be very innovative. Of course the Mud clan, was voted the best and I am sure we all agree, it doesn't matter whether its past, present or future, in our world it can be the same thing day in, day out, but what we did see was throwing enough mud at someone, shows it does stick! Well done to John, Glen, Glenn, Brendan and Dharam.

The spirit and generosity of our AHSP0 members is very heartening and makes you feel very proud to be involved with such a great group of caring people where we can pull together and manage to support a local charity group.

This year our chosen charity was the Bass Coast Combined Churches who reach out to the needy community by providing Christmas hampers. Christmas can be a sad and depressing time for some families, who cannot afford all the trimmings that come with the traditionally happy season. As Lance explained, when a box packed with groceries and a few gifts for the kiddies arrives at their doorstep, it's magic. This group has been providing needy families with emergency food parcels and Christmas hampers for the past 10 years. Thanks to everyone for digging deep into your pockets and to Scott Mackay for supporting our fines system once again. Lance who represented the charity expressed his sincere gratitude for your support and contributions which will provide great assistance to the Bass Coast Community at this year's Christmas time.

Thanks to Aaxis Pacific our gold sponsor and all our 2013 sponsors and Exhibitors. The Exhibition was a great success, this year we were able to showcase products and services under the one roof from 62 suppliers. Great stands with Ansell taking out the perpetual trophy for Best Stand. Thanks also to the BOC boys Ross Burt & Paul Pantelli for organizing the BOC racecar this year. It had pride and joy of the reception area

I would like to take this opportunity to thank Peter D'Costa for his commitment and contribution on the Committee over the last 4 years. We wish Peter all the very best for the future.

Welcome to two new committee members, Robert Tarantello and Michelle Killick. Robert was a great help this year and we hope we haven't dampened his spirit. Thanks to Ron for returning to the Treasurer role and I must mention that I survived when I told my husband that I was reelected as President! Thanks also to the rest of the Committee for all their assistance throughout the year. Please consider a position on the committee next year, we do have a number of members who want to step down, so we need your nominations, if you are unsure of the commitment please don't hesitate to contact me or any other committee member to have a chat about what's involved.

Tabled at this year's Annual General Meeting, we had two special resolutions where it was motioned to adopt the changes to :

- Association Rules, and
- Name change to: Association of Healthcare and Procurement Officers Incorporated.

Both of these have been sent off for approval, as soon as we are advised that these have been accepted we will advise you by email.

Mark your calendars for next year's 26th Annual Conference at Novotel Forest Resort at Creswick – 22nd to 24th October 2014. Please contact us, if you are interested in being a presenter.

Finally, on behalf of the Committee, we wish you all a safe and Merry Christmas and A Happy New Year and we look forward to catching up with you in 2014.

Kind regards

**Glenda Prewett**

*AHSP0 Inc President*



## AHSPO News

Ron Berry is retiring, AHSPO wish him well in the next journey of his life.

*Thank you to all I have been associated with since I started in the Medical industry way back in 1968. I have some great memories and made many good and long term friends.*

*When I started on the dark side way back then there were only a hand full of surgical companies and some great hospitals no longer in existence like Prince Henry's, Queen Vic etc.*

*Sadly, there are only a few faces left from those eras still circulating from either side of the fence.*

*I crossed to the light side to join Mark Powers' team at Epworth in 2003 and I think in my 2nd year as a member of AHSPO, became a committee member and I urge everyone to have a crack at it, even in a junior role, the Executive Committee do a fantastic job and need all the support they can get from fresh faces.*

*Unfortunately, I can't agree that all changes in our industry have been for the better and I'm not sold on the idea that HPV makes it all better, either for the hospitals or the trade, especially the local traders in country areas.*

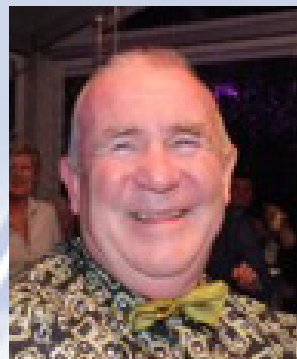
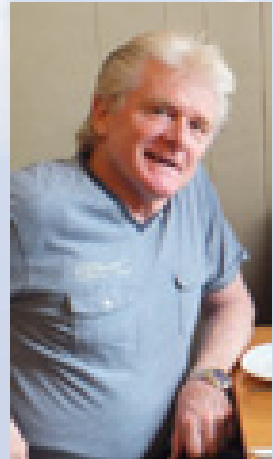
*Several years back, after an AHSPO committee visit to one of the last NSW PO functions, I wrote an article for the AHSPO journal and it looks like a lot is coming to fruition, why do we have to follow the overseas trends when much of that has not necessarily proven successful.*

*One major area of change is the lack of loyalty shown to our members by the employer hospitals for the years of diligent service, I guess it is a sign of the times, but why must it be so?*

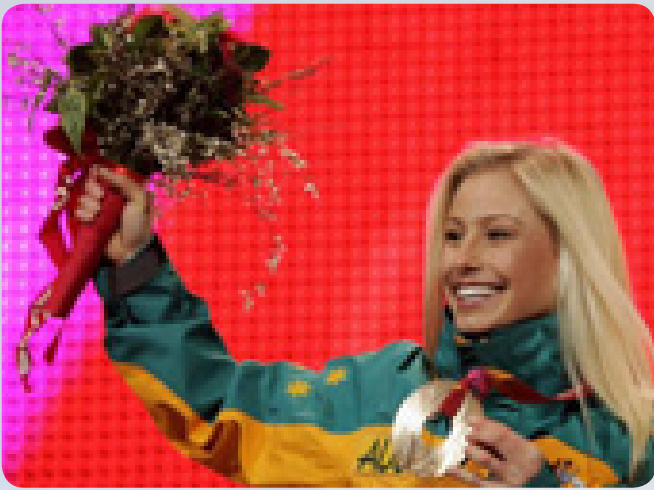
*I have retired to become full-time carer for my 96 year old mum so will no longer be attending any functions, farewell to all, please feel free to keep in touch at [jon1@bigpond.com](mailto:jon1@bigpond.com)*

Regards

Ron Berry



*Ron Hiller Ballarat Health Service and Joe Hackett NSW Health have both been in hospital for major heart surgery. The AHSPO association members send their best wishes for a speedy recovery.*



*Olympic aerial skier Alisa Camplin and her husband, Oliver Warner, welcomed their daughter Florence on October 3rd 2013. Florence Warner was born at the Royal Women's Hospital in Melbourne. Alisa was a very popular keynote speaker at the AHSPPO's 24th Annual conference in Torquay 2012.*



*AHSPPO's 25th Annual Conference Dinner held at Churchill Island Thursday 24th of October 2013*

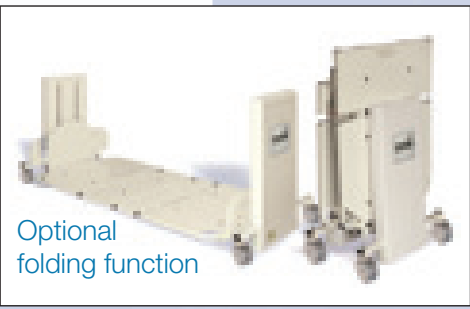
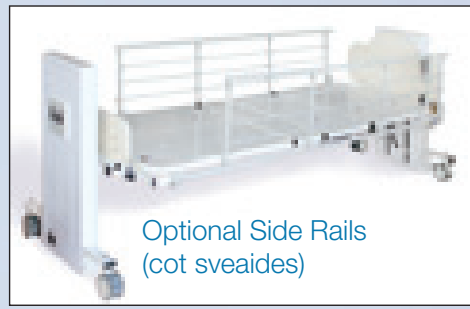


*New AHSPPO Life members Ron Hiller and Russell King*

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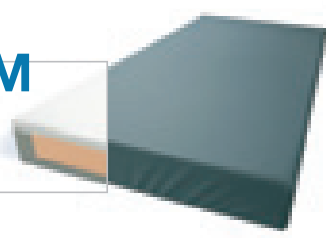
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## Your procurement reform toolkit (HPV)

As part of its role to implement procurement reforms on behalf of the health sector, Health Purchasing Victoria (HPV) has established a Health Procurement Group via the Victorian Public Service (VPS) intranet hub to share all key procurement reform guidelines and templates with health services. The Hub will be the central repository for all key procurement reform-related information and will provide a virtual toolkit to support health service supply staff with the roll-out of procurement reforms within their organisation.

HPV will work with hospitals and health services to determine how this reform can best be implemented to improve procurement outcomes within the health context. As a hospital purchasing officer, your feedback is critical to ensuring that the guidelines and policies that are developed on behalf of the health sector reflect the diverse operational concerns of health services across the State.

To join the Hub, simply email HPV's Process Improvement team at [processimprovement@hpv.org.au](mailto:processimprovement@hpv.org.au). You will then receive an email inviting you to the group and prompting you to register on the VPS Hub.

### *How does the Hub work?*

The Victorian Procurement Hub is a free, secure and online-based collaboration hub that health service procurement practitioners can join to access all key information relating to procurement reform.

The Hub provides a forum for HPV to share and gain feedback on the outcomes of the procurement reform project including policies, guidelines, tools and templates as they are developed. Health services can easily access all key documents relating to procurement reform and provide their feedback directly on the Hub via the comment function, which is open and visible to all members.

The Hub also allows you to subscribe to updates so that you are notified via email if there are any new updates to the Hub content, depending on your personal preference.

### *Why should I join the Hub?*

Procurement reform is an evolving journey and key changes to processes and policies will require a collaborative approach. HPV is seeking health services' feedback on relevant policies, guidelines, tools and templates as they are developed, so we can be sure that they best reflect your health service's needs.

The Hub is HPV's central repository for all reform-related information and is the best way to ensure that you get the most up to date picture of where HPV is at with reform and what the latest resources and templates available for your health service are.

### *What type of information is on the Hub?*

The Hub contains updates on procurement reform-related guidelines, tools and templates, a transition roadmap and invitations to upcoming briefings and events.

One of the tools currently available is a Transition Gap Analysis tool that assesses your understanding of current procurement practice within your organisation and the difference between these and the intent of the VGPB policies. This defines the gap you need to negotiate to transition to the new procurement reform policy framework.

### *What are the next steps with procurement reform?*

The procurement reform project at HPV is on track. Stream 1 will be implemented in April 2014 and the policy development phase of Stream 2 in June 2014. Some of our next steps are to:

- continue to share knowledge via the VPS Hub. The market analysis tools and the complexity tool developed for HPV are to be released by mid December 2013.
- continue to work on creating standard form market engagement documents. A request for proposal has been drafted and we will be going out to market by the end of November.
- recruit field support officers – target two in place by December as a pilot and a further 2 in place early next year. Looking at secondment opportunities from health services.
- consult on draft HPV policy framework with a target gazettal date of June 2014. On the directions from the HPV Board, a Steering Committee has been established to assist with the development of these policies. Draft policies are complete and the steering committee is looking to have its first meeting in early December.

### *How do I get more involved with procurement reform?*

You can provide feedback regarding specific templates and tools via the Hub, or get in touch with a HPV member of the procurement reform team - Thilaka Satha ([t.satha@hpv.org.au](mailto:t.satha@hpv.org.au)) or Jeff Boyer ([j.boyer@hpv.org.au](mailto:j.boyer@hpv.org.au)) for more information.

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This year was a major milestone for the AHSP0 association celebrating their 25th Annual conference. It was held at “Silver Water” San Remo and it was aptly themed “Survival”

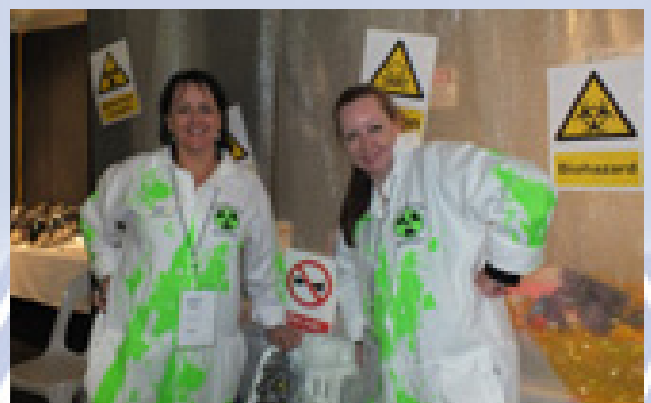
I hope you all survived the rain, hail, wind and very cold temperatures. Most of the committee were kept awake on Wednesday night wondering if the marquee would hold up to the extreme weather conditions and apart from a few minor running repairs, it did.

Gumboots were the topic of many a conversation in the trade area and I think all agreed were definitely required for the dinner night. It was great to see all the very colorful and interestingly decorated gumboots and bowties as you walked into the dinner venue on Churchill Island.

Thank you to the trade and delegates that braved the elements and made the most of the marquee facilities. It is very hard to heat such a large area and to date this has been our wettest and coldest conference. We will be able to look back and say do you remember the 25th AHSP0 annual conference at San Remo, we did survive and had a great time with many interesting and inspiring speakers, despite the weather.



This year being our 25th year the committee organized a special luncheon on Wednesday 23rd of October for all the past committee members, life members and people who have played a huge part in keeping the AHSP0 Association running for such a long time. It was great to see so much history in one room. It was also good to recognize Steven Melnyk’s contribution to AHSP0 with his wife Janet coming down for the day to celebrate with us.



Once again we had the expertise of the Mischief, Motivation and Attitude Team (MMA) to facilitate the conference – Scott Mackay, Shane Garner and Jake and Mark Mckean.

Thankyou to Aaxis Pacific our 2013 Gold Sponsor and all the 61 other sponsors and exhibitors.

This year the Perpetual Trophy was won by Ansell. It was a very hard decision as there were many worthy winners.

*Written by Journal editor Rosemarie Robinson*

**Report on Informal Luncheon** *By David Pearce Life Member*

As part of the celebrations of the 25th Annual Conference our Executive Committee organized a lunch at the San Remo Hotel on Wednesday 23rd October 2013.

I was indeed delighted to be invited and to join forty people, all of whom have been part of my AHSP0 life in the past years.

From a personal perspective, I wondered where those 25 years had gone since the first Conference at Rich River in Moama.

I think it is important to reflect that from a very humble base, we organized 56 people to attend the first conference, 25 years ago. This number was an overwhelming endorsement of what we were trying to achieve. The numbers did not include any industry members.

I recall the content of the conference and although the subject matter was somewhat banal, the conference brought us together for fellowship, outside of our daily work environment.

We must celebrate the 25th conference and it is right to continue the celebration.

As I looked around the room of attendees at the lunch, it was a thrill to meet again with friends with whom I had worked. With friends with whom we shared so many happy and rewarding times together and hopefully still can call my friends.

Great to see AHSPO is strong and this is a credit to Glenda and her hard working and dedicated Committee. Their work continues and we are often guilty of accepting their high standards as the norm, but this work is never taken for granted.

Heartfelt thanks to the Committee for this initiative and the lunch was delightful. My fervent wish in my retirement is that AHSPO continues to be a leader in the healthcare industry.



## Trade Display

*Written by Neville Daffy*



Once again the trade lived up to previous efforts of getting into the theme of the conference, beautifully. Survival seemed to be the main focus across the groups, with both trade displays and representatives showing some great flair and imagination.

Soldiers were quite popular amongst the trade, the odd life saver was on watch which was appropriate for being at Phillip Island not that anyone was venturing near the water and failing that the paramedics had back up if needed. The pair of Gorillas got the thought process going but under the banner of survival it all made sense. The MASH theme trade display was excellent along with the nuclear waste site, some different thoughts with reference to days gone by, the 70's got a mention and we all know if you survived the 70's you had done well although the representatives on 70's theme display didn't look as though they were alive in the 70's, other themes were memories of surviving past conferences with the outfits getting a bit of the Vampire look from 10 years ago. Motoring around in the V8 supercar was extravagant but surviving mount Panorama is an achievement all in itself.

All in all the trade were well presented and in great numbers with this year being the biggest delegation of trade displays ever had (62 in total), well done to all the companies for getting into the theme and setting the standard for the conference of being able to have a bit of fun whilst getting down to business as well.

## Networking Session - Wednesday Evening (*Lights, Camera, Action!*)

*Written by Michelle Killick*

This was my first ever AHSPO event and I was unsure of what to expect. I had heard tales from colleagues who have been previously and wondered what I had let myself in for. Arriving at the conference rooms on the Wednesday evening, which was filled with so many people I didn't completely know, was a little unnerving.

We were allocated into groups of 8-10 people and given a veritable forest of paperwork and sent off to absorb the information. The brief was to create a 1-2 minute video to show the history of AHSPO, on this, the milestone event of 25 years of the conference. It must also include all group members, on screen, at some point in the movie.

Immediately the majority of our group filed out of the room and straight into the dining area but we stayed as a group rather than finding our colleagues/work mates.

We sat and discussed the project, with some unique ideas flying around!! It was then we decided to retire to the apartment of two of the group members and further discuss.

This was where we introduced ourselves and our backgrounds. My group had some past and present AHSPO committee members, as well as some of the company exhibitors. It also included a clinical representative (myself) and delegates representing store staff and procurement teams. This was a wonderful group of people who were all at the conference with the AHSPO principles in mind.

We ensured there was nourishment of both varieties, but mainly liquid !! and set about creating a “Tarantino” (or in our case “Tarantello”) worthy production to wow the movie goers.

We were blessed by the wisdom of the senior AHSP0 members and events in AHSP0 history came thick and fast. The problem was figuring out how to get it down to snippets. We also decided not to talk but to use flash cards for people to read, thus saving any embarrassment by group members who may not have wanted to talk on camera.

We eventually managed to create 7 scenes on paper and then came the task of collecting props. This involved borrowing, reallocating and returning afterwards, items from the exhibitor’s stands. We smiled nicely at the reception staff and they came through with A3 paper and marker pens....which we then realised we all had in an exhibitor’s bag anyway. Oops. We also used whatever we had within our reach or in our cars.

We managed to shoot half of the scenes that night and found that we were still going at around 11:30pm. At that point, we came up with a game plan for the next day and bid everyone goodnight.

The following day, we met up as a group and shot the remaining scenes, which I am very pleased to say included my golf clubs...Don’t ask!☺

We then left all the completed paperwork and the scenes with our resident IT expert in the group and he weaved his magic. The mission was completed and handed in on time.

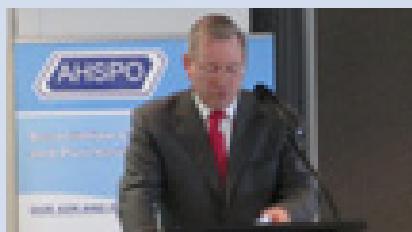
Having spent the evening, on the Wednesday meeting new friends, it was such a different experience on the remaining days, when you met those members of the group again. I went to the conference knowing only a handful of people but have come back with a wider group of friends and that is how I viewed that whole event: Meeting new friends and a sharing of information.

And there we have it. I survived my first AHSP0 conference and cannot wait till next year’s event in Creswick in October 2014.

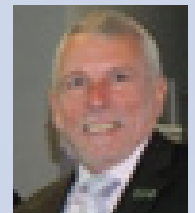
By the way, we decided to call our team the Silver Cockroaches!! Silver to represent the 25th year and Cockroaches, coz they can go through extreme changes but still **survive!!**

It was very entertaining on Friday morning to watch all the video’s that each group presented. The final winner was “The Mud Clan” and the members were John, Glen, Glenn, Dharam and Brendan.

## Life Member Wayne Hall welcomed all AHSP0 members to the very special 25th annual conference at Silverwater Resort San Remo.



Wayne congratulated past and present committee members for achieving such a special milestone and hoped you would all enjoy the next 2 days gathering information and learning from the presenters and speakers.



Wayne then passed the baton onto the Honorable David Davis, Minister for Health and Minister for Ageing to officially open the 25th AHSP0 annual conference. The minister’s key points were to reform the supply chain in Victoria for a better

outcomes for health procurement. The hope is for a master catalogue using electronic commerce and standardization across Victoria. Volume purchasing and statewide tenders are also an option. The government has asked Health Purchasing Victoria (HPV) to save \$30 million dollars by the end of the next financial year.

## Keynote speaker -Ralph Plarre (*Have your cake and eat it too*)

Otte Plarre and Percy Ferguson independently operated two successful family owned bakeries in the northern and western suburbs of Melbourne. The Fergusons started their bakery business in 1901 and the Plarres in 1911. Otte Plarre opened his first bakery in 1966 in Puckle street Moonee Ponds and then added five more bakeries.

Ralph worked as a cook in his family bakery business but in 1970 he was hit with a game changer or a major life changing event. He found out he was allergic to flour dust and could no longer cook, so he went into management.

In 1980 the Plarre bakery amalgamated with the Fergusons, now calling themselves the Ferguson Plarre Bakehouse. They now have 52 shops between them.

Ralph wanted to build and maintain a successful business but he would need to be innovative and resourceful to succeed.



In 2003 Ralph was hit with another game changing event, he was involved in a serious car accident when driving in the Targa car rally in Tasmania. This accident saw him break his shoulder and both his ankles, he was in a wheel chair for two months. Ralph become very disillusioned with life but his friend Tom O'Toole of the Beechworth bakeries asked him when he would build a new bakery. He borrowed lots of money and built a huge factory in Keilor Park in 2007. His vision was to build a very sustainable business which would not leave a huge carbon footprint on the environment. Ralph put in water tanks to wash the trucks, water plants and flush the toilets. He built special tunnel ducts which would send the heat from baking to other areas of the factory. The same tunnel ducts would remove heat from the factory when it was hot. He sent the delivery trucks out to deliver the baked items at 4.30am not 6.00am so he would miss peak hour traffic. This also was a great petrol saving idea.

Ralph was a great leader, very caring and always consulted with his staff and stakeholders. He had very low staff turnover because of this.

Ralph retired in 2009 and his 2 sons have succeeded him. In 2012 the Plarre bakery business split with Ferguson.

## Victorian Green Health Round Table Forum (VGHRT)

Gavin Chase and Catherine O'Shea from Western Health and the VGHRT came to talk to us about the projects the group is doing to help in the areas of recycling and sustainability.

All health services need to share their knowledge on managing waste.

Disposing of clinical and sharps waste is very costly and policies are required to ensure such waste is identified accurately. Other areas where hospitals can help is to reduce the packaging that get sent into the hospitals. 32% of plastics used in hospitals are recyclable.

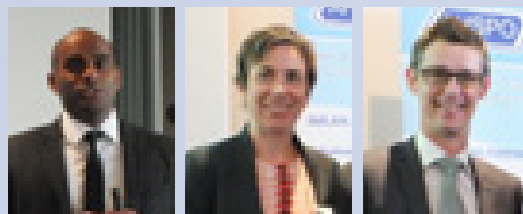
Other projects the VGHRT are involved in to reduce the impact on the environment are:

- closed loop at Barwon Health
- Austin Health Electric vehicle trial
- SWARH pharmacy packaging project
- Royal Melbourne Hospital placing environmental criteria in their tenders, and
- Western Healths PVC recovery in hospitals project in collaboration with the Vinyl council of Australia, Baxter Healthcare, NSW EPA, Sustainability Victoria and the Liverpool Hospital.

More information is available online at [www.vinyl.org.au/about-pvc](http://www.vinyl.org.au/about-pvc)

## Surviving Reforms

Representatives from the VIPP and ICN- Evan Appathurai, speaking on the requirements and opportunities for connecting government buyers with local suppliers and HPV CEO Megan Main speaking on supply chain reform. Barry Long from the VMIA - the state insurer, explaining the difference between professional Indemnity and public liability insurance.



## Health Storage and Handling – Alan Foster and Terry Hoy

Alan Foster is the Group General Manager- Procurement Healthscope Queensland. Healthscope in Queensland includes hospitals, medical centres and pathology services. They have introduced a centralized warehouse located in Loganholme to service 8 hospitals.

Alan spoke about the positives of centralization.

- create more staffing opportunities
- Freight costs lower
- 25,000 less invoices to process per year
- savings of 250 million in contract pricing.
- more training and interesting work for some staff
- warehouse cheaper outside of the city

The negatives were

- Project done too quickly
- Increase in labour costs
- Make sure there are adequate resources
- One hospital did not want to use the warehouse and were reluctant to change.



## **Terry Hoy Procurement Manager Warnambool Hospital –South West Health Care Service (SWARH).**

Terry spoke about the benefits of centralization for SWARH. Centralisation avoids duplication of time and effort, enables one catalogue for all agencies with significant cost savings and improved buying power. SWARH were the first rural agency to centralize the purchasing system using Oracle FMIS and the first to do business to business transactions in partnership with Melbourne Health – thanks to Santo Camilleri.

Punchout from OfficeMax, Food Services, Medical record forms and Prosthetics meant deliveries were made directly to the wards. Terry explained that when ordering Prosthetics there were 52 touch points, now there are 26. Eventually H-Track will lessen the touch points further.

Supply change reform is here and the rest of the state will need to follow. More efficiencies will come, some hospitals will close, but hopefully staff will be redirected to other jobs. It is a good delivery service without compromising patient care.

## **Peter Jones AKA Graeme Bowman - *Change is inevitable, make change your friend***

Graeme cleverly disguised that he was an imposter/comedian by using all the health and hospital jargon he could. With a little help from the committee an interesting story was spun. Initially very hard to follow but then the audience began to realize and started to laugh at his jokes.



The MMA team ran the last breakout session group activity on Friday morning. The groups were asked to think of an innovative idea in relation to purchasing or supply and assemble it with all the supplies you were given.

There were many interesting robots and warehouses built from plasticine, straws and icecream sticks.

Each year AHSPPO members give generously to a charity. This year's chosen charity was the Bass Coast Shire Combined Churches. In 2003 the local churches and welfare centres combined and have been supplying Christmas hampers to families in need for the past 11 years. Lance the charity representative accepted a cheque for \$2300 and was very appreciative for our support.

*Written by Janice Stielow and Rosemarie Robinson*

## **Keynote Speaker - Theo Venter - *Just Another Day***

*Written by Julie DeMooy*

### **“Electrocuted by 22,000 volts of electricity & Survived.”**

Theo Venter was the last of our keynote guest speakers at our 25th AHSPPO Conference. He had stepped in to replace Major Matina Jewell who had to pull out at the last minute. Thanks to Carston White for organising such a great speaker on “Survival”

Theo worked as a lines man repairing live electrical light poles.

He left South Africa to come and live in Perth WA in February 2005.

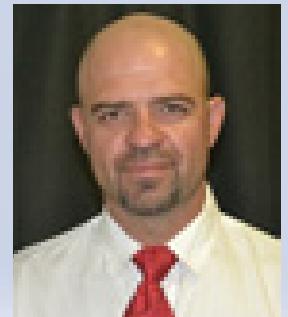
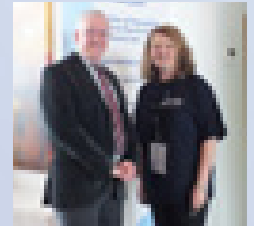
On the 13th February 2006 while working on live power lines with all safety equipment on, Theo made a life changing decision to remove his safety gloves and was electrocuted by 22,000 volts of electricity.

The doctors had given up hope that he would survive but Theo beat the odds.

His painful incredible journey to recovery was courageous and challenging, spending 4 months in hospital, 18 months in rehabilitation and battling severe depression.

Theo sees things differently now. He has been given a second chance and appreciates life.

His amazing survival story brings home to us all that safety in the home and workplace is paramount and should never be compromised. This amazing presentation brought home to everyone in the room what a safety shortcut can do.



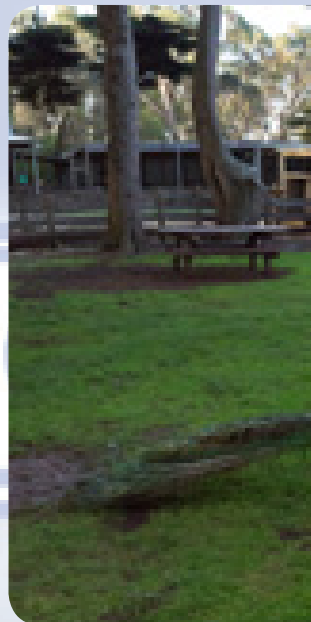
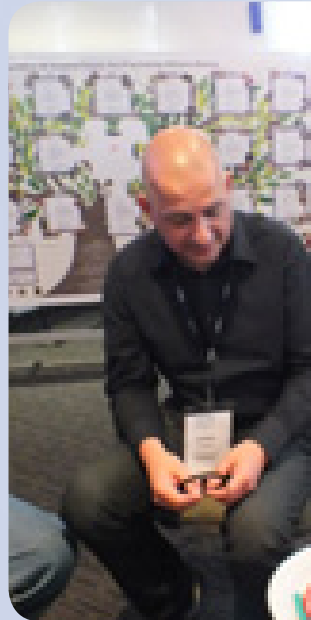
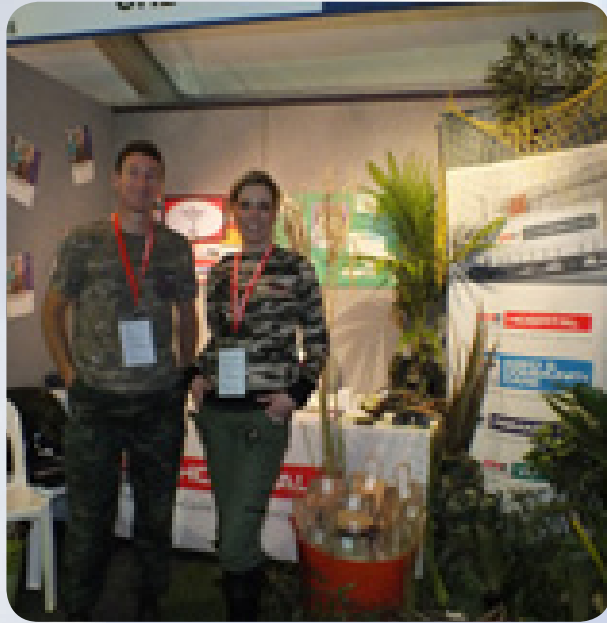
*25th Annual AHSPPO Conference pictures at Silverwater San Remo*

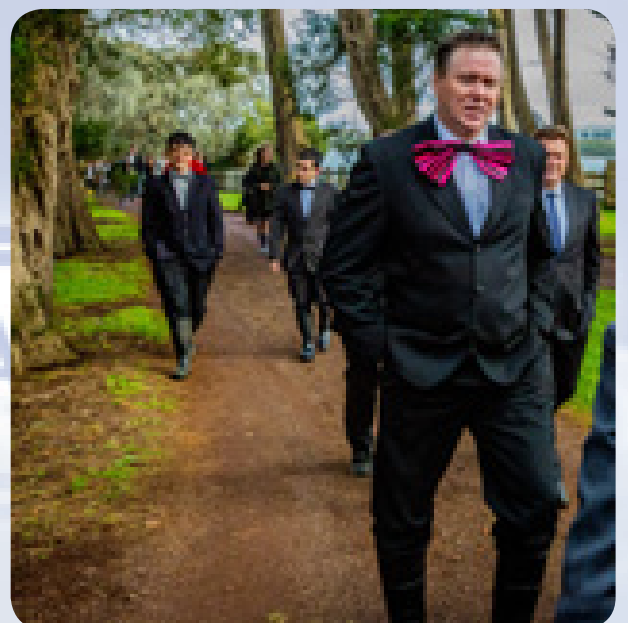
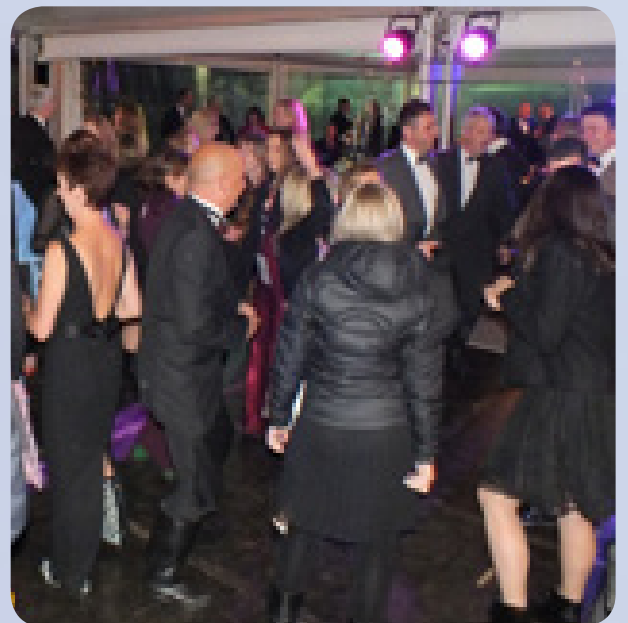




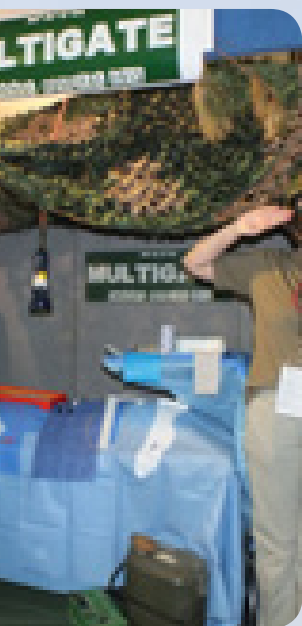


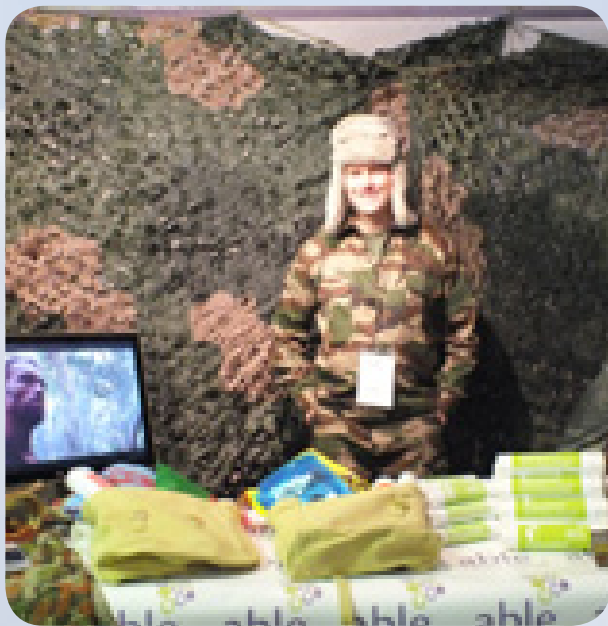
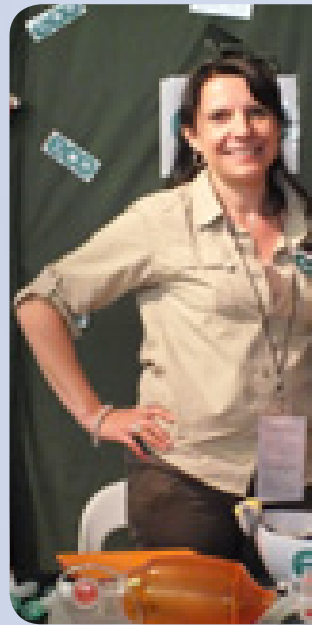


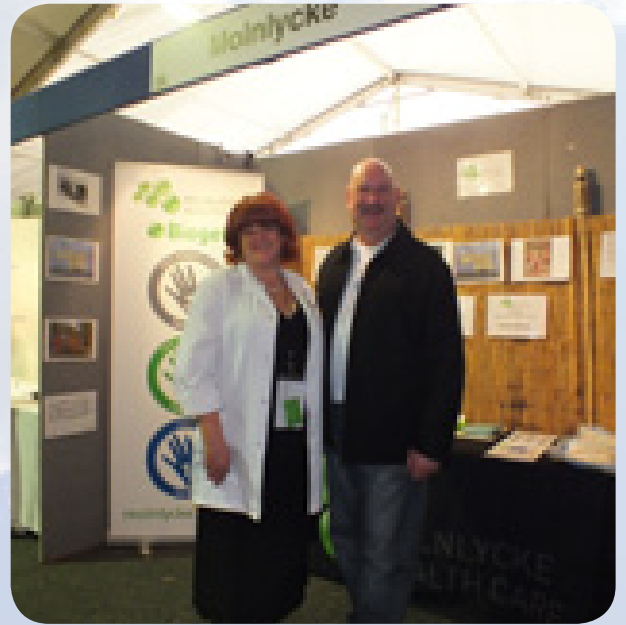
















# SECRET WINE BUSINESS

Welcome to my last Secret Wine Business article for 2013 and as we head into the Festive Season I would like to thank all the members that have given me feedback on my wine reviews. In this review we will be looking at a wine from the Clare Valley in South Australia produced by one of the doyennes of the Australian Wine Industry, Jim Barry.

The late Jim Barry was a pioneer of the Australian wine industry. He was the first qualified winemaker to work in the Clare Valley of South Australia and with his wife, Nancy, built a successful wine business which has produced trophy-winning wines since its establishment in 1959. Today, the company is headed by Jim's second son Peter, who took over from his father as Managing Director. Jim passed away in 2004 but his family has carried on and continue to produce wonderful award winning wines. Jim is quoted as saying "*Sometimes it takes longer than a lifetime to do a lifetime's work... it's now up to my children.*" - Jim Barry 1925 - 2004.

Having passed on my love for red wine to my eldest son Orry, we regularly try different wines when we meet up for dinner and it was at a recent get together that he introduced me to Three Little Pigs" Cabernet Shiraz Malbec" over a late spring BBQ dinner. We drank a 2010 vintage which is getting hard to get now but I have since also had the current 2012 vintage which is very drinkable BUT could do with a couple of more years in the rack.

In the glass this wine has a deep black colour with a purple hue. It has a pronounced floral perfume that is backed up by solid characters of cedar, fruit of cranberry and loganberry with



aspects of cinnamon in the background. On the palate the wine is very well balanced and medium bodied with distinct flavours of sour cherry, raspberry and some strawberry. The tannins are ripe and soft which is common with these types of blends and it has a fine, lengthy finish.

Again as stated in my last review for those of you who I hope do try this wine, when you take your first sip, close your eyes and just concentrate on what you taste and I am sure you will agree with the wines makers' description. At just under \$20 a bottle it is still great value for a wine of this type, which I enjoyed with my son and other family members.

**Accompany:** As always this wine will go with what ever you and who ever you are sharing it with like to eat when enjoying a GOOD RED! As stated we had ours with a BBQ which included Pork Ribs, home made Spicy Italian Pork Sausages, Steak and home made hamburgers.

**Availability:** You can find this wine at 1st Choice, Dan Murphy, Online etc etc and in most good grog shop and it should be priced around the \$19 to \$19.99 per bottle but as all good procurement people do... look around and also get the volume breaks which should pull it down under the \$18.50.

And remember keep the comments coming.... As you know I always say, *the only thing better than drinking the wines, is to be able to talk to someone about them!*

"Good quaffing" and have a Merry Christmas with a Happy & Safe New Year.

"Good quaffing"

Peter Lack



# Call for Expressions of Interest for Speakers and Workshops for the 2014 AHSP0 26th Annual Conference



22 – 24 October 2014  
Novotel Forest Resort, Creswick

## About the 2014 AHSP0 26th Annual Conference

Thank you for your interest in presenting or providing a workshop at the 2014 AHSP0 26th Annual Conference. The Conference will be held on 22-24 October 2014 at the Novotel Forest Resort Creswick Victoria.

AHSP0s Annual Conference has developed a reputation for providing an informative and interactive program for our delegates. This is presented in the way of having high quality keynote presenters, activities and an exciting range of Trade Exhibitions.

*Expressions of interest for speaking/workshop for the 2014 AHSP0 Annual Conference must be received by 10th January 2013.*

All expressions of interest will be reviewed by the committee in January 2014 and shortlisted presenters will be contacted in March 2014.

To submit an Expression of Interest, simply complete this form and send it via email to [email@ahspo.com.au](mailto:email@ahspo.com.au).

## Guidelines for Presenters

### WHAT WE ARE LOOKING FOR

We are seeking speakers who have a topic that is innovative, original, practical and informative that would be of interest and relevant to Healthcare Supply and Procurement professionals. Alternatively you may be able to deliver a dynamic workshop session that will provide an innovative and cutting edge approach to training, learning and development. We want passionate, knowledgeable presenters who will inspire delegates and get them thinking.

Enthusiasm, energy and passion are mandatory! The vast majority of audience are seasoned Healthcare Supply and Procurement professionals - think about how you will engage this audience as they will be closely evaluating your message and delivery from a knowledgeable stand-point.

Case-studies are highly encouraged as delegates appreciate sessions based on real life examples, with the presenter being able to talk candidly about their organisation, the project and the outcomes (both good and bad).

### WHAT DELEGATES DO NOT WANT

We are looking for unique content, so if you have delivered the same presentation before - particularly at recent conferences/events - think about how it can be re-imagined to be fresh and new.

Delegates do not want presentations with an embedded sales pitch. Presentations or workshop sessions must be of a generic nature and not be viewed as an opportunity to promote your own goods/services. If you are wishing to promote your product please wait until we release our Expression of interest regarding participation in the conference trade exhibition.

### THEME

It is envisaged that the theme for 2014 will provide attendees with an exclusive, first-hand update on the projects that are powering the next generation of supply chains, discover what new innovative solutions are available to further optimize supply chains, and gain industry insights.

### PRESENTATION REQUIREMENTS

Presentations are scheduled for 15 to 30 minute sessions, allowing time for questions.

Based on past conferences, the audience can range in size from 50 -150 people so presenters are asked to be flexible in their delivery. AHSP0 in full cannot accept presentations which can only work with a very specific audience size. Flexibility is needed.

Once accepted, please put aside in your schedule both conference days. We will not finalise the conference schedule until May 2014 and will not be able to provide a specific delivery day and time until then. Offers to present are not transferable to another person and any decisions about replacements are at the sole discretion of the Associations committee.

## **SPEAKER REMUNERATION**

Presenters will not be paid for their presentations and the Association will not reimburse travel, accommodation or any other expenses associated with the design or delivery of the workshop session. By submitting this expression of interest, you acknowledge and accept that you will need to make your own arrangements for travelling to and from the venue in Creswick to participate in the conference.

## **PRESENTATION NOTES**

It is envisaged that all presentation will be placed on the association's website post-conference and will be accessible to all members. If your presentation contains intellectual property you do not wish to be available on the website, you are able to provide an alternate version for this purpose. By submitting this expression of interest you acknowledge that you agree for a version of your paper to be accessible to conference delegates.

## **SPEAKER PHOTOGRAPHS**

All speakers are asked to submit a photograph for publication in Conference materials (program, website, etc). If you are selected to present at the conference, you will be advised about how to provide this photograph.

## **CASE STUDIES**

If you are proposing a company case-study please check that you have the necessary approvals from within the company before submitting the proposal. In the past we have been very excited by case-study proposals only to find out after including them in the conference program that the session cannot go ahead as the company has not agreed to the case-study.

## **WORKSHOP AND ROOM SET UP**

At this stage it is anticipated that workshop rooms will be set up within the venue. Please confirm that you have read and agree to the above Guidelines for Presenters

I agree with the guidelines for Presenters

I do not agree with the guidelines for Presenters

Signed: ..... Date: .....

Print Name: .....

## **Speaker Details**

Please provide details about the proposed speaker. If delivered by more than one person, please insert the details of the main contact person.

Name: .....

Organisation: .....

Company Name: .....

Position/Job Title: .....

Mobile Phone:.....

Email Address: .....

Are you an AHSPPO member?

Yes  No  If yes what type .....

Name of Second Speaker / Co-Presenter (if applicable)

.....



## Speaker Experience

What experience do you have as a conference speaker/presenter.

Have you presented at a previous AHSPPO Conference or Event? Yes  No

If yes, please provide some details of which conference;

Are you planning to speak at any other conference in 2014? Yes  No

If yes, please provide some details of which conference you have been confirmed at, submitted a speaking proposal for or are planning to submit a proposal for.

Briefly describe your presentation experience (what, where, when) - if applicable.

*Please note: this information is not for publication.*

Briefly describe the topic of your presentation.

*Please note: at this stage this information is not for publication. However if selected a introduction will be required for the program.*

## Workshop Session Proposal

Please provide details about your proposed workshop session.

Briefly describe how your proposed topic is innovative, cutting-edge or new to Healthcare Supply & Procurement professionals. *Please note: this information is not for publication.*

Will your proposed workshop be hands on? Yes  No

*Please note that you will be required to provide all the material associated with the workshop, including samples, handouts or any promotional material*

Is your proposed workshop session case-study based? Yes  No

Please ensure you have permission to name the case study organisation(s) in conference promotional material prior to submitting your proposal.

If yes, please indicate which company/organisation your workshop will reference;

Think about what level the session will be pitched at to ensure an appropriate audience.

- Beginner - accessible for those starting out in Healthcare Supply and Procurement
- Moderate - leverages a basic knowledge of Healthcare Supply and Procurement
- Expert - stretches the knowledge of a very experienced and seasoned Healthcare Supply and Procurement

### **Workshop Session Proposal – Information for Publication**

The following information will be published in conference materials (for example, program, website) should your proposal be accepted. AHSP0 reserves the right to edit this information.

Proposed Workshop Title *(Should be meaningful, but also short and snappy to appeal to delegates);*

Please provide a brief description of your proposed workshop session  
*(Limited to 100 words maximum for use in the conference brochure and other materials)*

Key learning outcomes - Please list 4-5 brief bullet points that delegates attending your proposed workshop session will walk-away with:

Brief speaker bio (100 words maximum). Please note delegates are more interested in who you are, rather than your organisation or business.

### **Other opportunities**

AHSP0 is also looking for talented individuals interested in participating in other aspects of the conference. Let us know if you are interested in any of the opportunities below.

- Master of Ceremonies
- Keynote Speaker
- Facilitator of conference networking event
- Participation in panel discussions/debates

### **Thank you!**

Thank you for submitting your Expression of Interest for presenting at the AHSP0 Conference, 22nd to 24th October 2014 being held at Novotel Forest Resort Creswick.

Submissions close on 31 December 2013. You will be contacted in February/March 2014.

If you have any questions, comments or require additional information please email us at [email@ahspo.com.au](mailto:email@ahspo.com.au)

## News on the NSW Health Service

As part of our continued commitment to providing the best quality health services to the people of NSW, the NSW Ministry of Health has today released an open Expression of Interest (EOI) for Warehousing and Distribution services to NSW public hospitals and health services. Warehousing and Distribution services are currently provided by HealthShare NSW.

The EOI is open to both government and non-government organisations to respond. The EOI process will judge the most efficient and effective service providers in these areas. By increasing the efficiency of support services we can realise greater value for money that means more funds are available for direct patient care.

Providers will have to show they have the capacity, skills and experience to deliver complex services to the NSW public hospital and health sector in the most cost effective and efficient manner.

HealthShare NSW will also compete in the EOI by preparing an internal proposal. A dedicated team working with Conrad Groenewald, Chief Operating Officer has already been established for this purpose.

A detailed evaluation of HealthShare NSW's internal proposal as well as any EOI responses from industry will be undertaken from December 2013. At the conclusion of this evaluation, the next steps will be determined. The outcome of the EOI process is expected to be announced in March 2014.

HealthShare NSW is committed to ensuring staff are kept up to date throughout the process. We have also started consultation with the Health Services Union.

Sincerely,

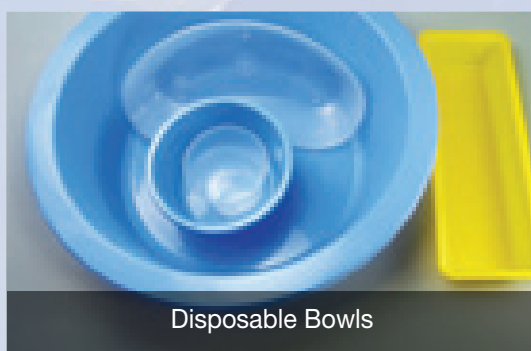
**Michael Walsh**  
A/Chief Executive



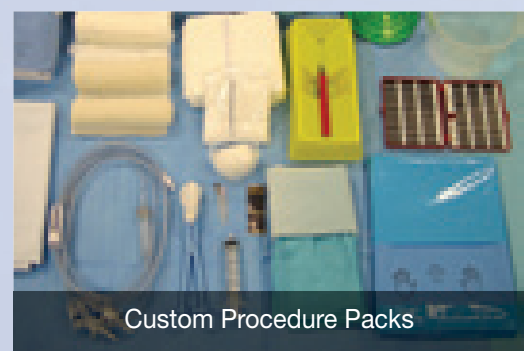
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FOR A BETTER RESULT

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We provide a total print management service, the time spent by staff – your most valuable resource – on co-ordinating the printing, routine re-ordering, storage and stock control processes becomes our responsibility and employers can give energy to their core services. Our streamlined procedures ensure both the reprinting and delivery of stock items occur within your timelines and with minimal involvement by your staff.

We currently provide print management to a number of metropolitan and country health care groups. Please call Bob, Scott or Barry to discuss in detail.