

# AHSPO

## Journal



Association of Healthcare Supply and Procurement Officers

Q1 2020 | The AHSPO Journal. The Voice of the Procurement.



— Melbourne Health Logistics Improvement Workshop —

## Digital Supply Chain Pilot Project a Success

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INDUSTRY SNAPSHOTS | CONFERENCE 2020 PROGRAMME INSIDE

**LEKKER**

The Nice Agency.

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# Let's be friends.

**Good friends listen first  
and ask questions later.**

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**Lekker – The Nice Agency.**

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## Membership Report

Total Registered Members: 407  
Full Members: 263  
Corporate Members: 118  
Associates: 5  
Life Members: 13  
Industrial Liaison  
Group Members: 8

## Advertising

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**LEKKER** A Lekker publication for AHSP0  
The Nice Agency.



# Snapshots

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## Doctors Raise Concerns Over PPE Supply Chain

The impact on supply chains of China locking down half a billion of its citizens is yet to be fully felt, however Australian Health Departments are concerned supply chains could be stretched, particularly stocks of Personal Protective Equipment. .

Western Australia Chief Health Officer Dr Andy Robertson confirmed WA Health has not commenced distributing PPE to GPs as a preventative measure just yet. 'Given the current low risk of COVID-19 transmission in Australia, with no known community spread, there is very limited benefit in distributing PPE, which is in limited supply both within Australia and internationally.

'Should this situation change, however, we will look at what PPE equipment is required.' AHSPO will continue to keep you informed.

## Snapshots

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### Where to Next for Alzheimer's Research?

Recent news that yet another Alzheimer's drug treatment has failed means an effective treatment for the common degenerative disease is still out of reach. For the past three decades, companies have spent billions in anti-amyloid treatments in the hope that clearing the brain of plaques would stop the damage that is driving memory loss.

Recently trialled drugs solanezumab (from Eli Lilly) and gantenerumab (from Roche) have proven ineffective and Bryce Vissel Director of Neuroscience and Regenerative Medicine at the University of Technology Sydney challenged researchers to explore alternative views since the development amyloid research 30 years ago.

"It raises an urgent question, again, about the approach we've been using, and whether fundamentally this is just telling us we need to look at the disease differently," he said.

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### Aussies Ditch Expensive Health Insurance in Droves

Latest figures reveal about 9,400 young Australians cancelled their private health insurance in the final three months of 2019. The Australian Prudential Regulation Authority (APRA) believes this is down to the increasing affordability issues surrounding Australia's health insurance industry.

Young Australians voting with their feet are triggering a change in the mix of insurance holders, with private health insurers being left with covering a higher volume of older, more expensive policy holders.

This shift has the potential to cause challenges for the industry, with the increased burden older and infirm Australians will put on insurers a risk of increasing premium costs. The Labor party have called for a Productivity Commission review into the industry, which despite finger pointing from insurance and healthcare providers will shake up the industry.

## Snapshots

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### Healthcare Wages on the Rise

While the Australian economy is stagnant and wages have grown barely above inflation in recent times, a recent report indicates the healthcare industry is bucking the trend. An average wage rise from 3% to 3.2% may seem small, however it surpasses the soft average growth of 2.2% nation-wide across the past decade.

Indeed the health industry as a whole goes from strength to strength. Advertised Pharmacist positions

rose by a whopping 178% in 2019 while roles such as Clinical Nurse Educators and Midwives grew 50% and 43% respectively.

As our population grows and ages, the industry will expand accordingly. The health care and social assistance industry employs over 1.6M Australians, and employment is expected to grow by a further 15% by 2023.

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### South Australian Government Overhauls \$11b Procurement Branch

The South Australian Government will abolish the State Procurement Board in favour of a new branch within Treasury, as part of what Treasurer Rob Lucas has described as historic reforms that would simplify tender processes and make it easier for local businesses to compete for government contracts.

From a recent Productivity Commission report, the Government has accepted all 60 recommendations from the second stage of its inquiry into public procurement. It plans to establish a new, central procurement branch within the Department

of Treasury and Finance to replace the State Procurement Board and repeal the State Procurement Act, in favour of a new “streamlined framework”, applying to all agencies.

“The Marshall Liberal Government is committed to maximising the value to taxpayers from this expenditure while creating a unified and consistent approach to procurement across government that enhances opportunities for local industry and South Australian businesses to be involved,” said Lucas.

# President's Report

W E L C O M E   T O   T H E   M A R C H   J O U R N A L

Well, the summer holidays are well and truly over - it's hard to believe the first quarter of the year has already passed. It's been a busy start to 2020 for the Association and I'd like to share a few important updates.

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ALDO SANTO  
PRESIDENT

## Education Update

The sharing of accurate product data between suppliers and healthcare providers is even more important in today's complex supply chain and the National Product Catalogue (NPC) has played an important part in enabling this for over 10 years. Later this year, AHSPO and GS1 run a special education session on how the NPC works and how it aligns with best practice and supports an ongoing focus on good data quality. We will confirm a date later in the year.

## Conference 2020

Clearly there's a lot happening with the exponential spread of COVID-19. We continue to monitor the situation and will take the advice of the Government with regards to containment measures as the situation evolves. At this stage, we intend to proceed with the conference as planned in August, however of course if national health advice changes, we will update you all accordingly.

And on the matter of the conference, we've managed to secure some great speakers again this year. Dr. Sally Cockburn, aka "Dr. Feelgood " will be joining us to talk about healthcare 'with a twist' and Robyn Moore will deliver an immersive session on the 'Power Of The Word'. Finally, I'm biased but I must say I'm looking forward to the special session we have planned for you which will take you through the 75 year history of this great association.

## Take Care of Yourself

It's been a challenging start to 2020 for Australia and the healthcare system. Beginning with the bushfire crisis and now the rapidly evolving COVID-19 pandemic, our supply chain has never been under more pressure. I know all of you will be working extra hard to continue delivering positive patient outcomes, but please also take the time to look after yourselves. Whether it's bumping elbows hello, working from home or taking a moment to breathe - there's a long way to go in 2020 so please take care.



**ALDO SANTO**  
PRESIDENT

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# Digital Supply Chain Pilot Project a Success

At their wrap-up workshop last month, responses from the 10 small-to-medium enterprises (SMEs) who participated in the Melbourne Health Logistics Supplier Improvement Pilot Project were unanimous – the 18-month project was a success.

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AN EDITORIAL BY AUSINDUSTRY AND MELBOURNE HEALTH LOGISTICS

Melbourne Health Logistics (MHL) is set to implement a transformative Warehouse Management solution to solve a number of challenges with their supply chain and inventory management. The new system will require suppliers to adjust the way they provide product and information to MHL. To support this, MHL sought support from the federally-funded AusIndustry Entrepreneurs' Programme to work with suppliers and build capability.

Through the program, they were able to apply data capture technologies, make data quality improvements and introduce suppliers to Electronic Data Interchange (EDI) to benefit their respective supply chains.

As partners in the pilot assess outcomes and start to prepare the final report, we take a closer look at what the pilot achieved and hear from some of the participants.

## Vision to digitise supply chain

The vision of the project was to assist SME suppliers in the health sector to digitise their supply chains, ensuring that they meet the needs of MHL and the broader industry. This meant reviewing their processes and technology capability and changing

from their largely manual methods, such as email and fax, to the use of automation and digital technologies.

With data standards as the foundational elements, key focus areas included:

- Use of the global product identification standard, GTIN (Global Trade Item Number).
- Use of the global location identification standard, GLN (Global Location Number).
- Allocation of a GTIN to all products ensure the information about them could be captured via barcodes, with additional information such as batch and expiry date included for products.
- Allocation of a GLN to locations (physical and virtual) enabling traceability across the supply chain.
- Data management to ensure the quality and consistency of data to support all processes in the supply chain from purchasing through to point of use.
- Building an EDI capability.
- Supporting the digitisation of supply chain transactions.





Some of the participants at the Melbourne Health SME Supplier Partnership Workshop held at GS1 in February, who were extremely pleased with the outcome of the pilot project.

MHL provided the catalyst for the pilot with its own capability-building initiative by implementing a new warehouse management system. This new system will transform their supply chain and inventory management through the implementation of data standards, automatic identification and data capture (AIDC), master data synchronisation and ultimately greater use of EDI.

Soon, the benefits of the MHL project will be shared across the supply chain from suppliers to MHL itself, then on to the hospitals they service and ultimately the patients who receive care. One of the key outcomes of the MHL project and the supplier capability-building is the enhanced ability to track and trace products. The benefits of this project touch many areas beyond those specifically involved in the pilot, especially as these same requirements are mirrored nationally.

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“The benefits of implementing EDI from a supplier’s perspective are many. It is such a big improvement with all the transactions between customers and suppliers, making things faster and easier. It has also enabled us to have a good relationship with HPV and Melbourne Health.”

Cristia Atienza, Contracts Manager, Sentry Medical

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## **Program partners dedicated to success**

Organisations involved in helping to formulate the pilot project included MHL, the Association of Healthcare Supply & Procurement Officers (AHSPO), Health Purchasing Victoria (HPV), Ballarat Health Services, Southwest Health, GS1 Australia and the Department of Industry, Science, Energy and Resources (DISER). Facilitation and delivery was overseen by the team from the Entrepreneurs’ Programme.

Brett Henderson, a Business Facilitator with the Entrepreneurs’ Programme was impressed with the SME suppliers who signed up for the pilot program.

“They took on the challenge by investing considerable time and money, in many cases up to \$100,000,” said Brett.

“What we have found from a majority of the participants is that they not only embraced the pilot, but they looked for more ways the technology could help their business. They took a holistic approach and as they did this, they started to recognise opportunities to really improve revenue-generating capabilities and productivity improvements.

“Once they saw this, they began to envisage other benefits that could flow through. While it is still early in the process, there’s a real change in a majority of the businesses who are in the program, in terms of capability-building and finding new opportunities for the business.”

Suppliers who participated in the pilot included GAMA Healthcare, Imaxeon, Intersurgical, Metwood,

Multigate Medical Products, OAPL, Orthocare, Parker Healthcare, Sentry Medical and Ultra Health Medical.

“The benefits of implementing EDI from a supplier’s perspective are many. It is such a big improvement with all the transactions between customers and suppliers, making things faster and easier. It has also enabled us to have a good relationship with HPV and Melbourne Health,” explains Cristia Atienza, Contracts Manager from Sentry Medical.

Jocelyn Ng, General Manager at Metwood Australia, was pleased with the amount of support offered by MHL and the AusIndustry Entrepreneurs’ Programme. “Having a few sessions with Mike Sewell, Business Advisor with the program, bridged the gap for us in understanding Melbourne Health’s requirements and the challenges we were facing internally. He introduced us to the Entrepreneurs’ Programme grant and assisted us develop plans to improve our business and close the gap in our processes.”

## **EDI benefits focus around efficiency gains**

A lead partner in the project was Health Purchasing Victoria (HPV), which partners with public health services to identify and procure goods and services for hospitals across Victoria.

Its charter includes fostering improvements in the use of systems and eCommerce and maintaining useful data and sharing it with health services.

As Director of Data and Systems at HPV, Rob Setina is passionate about promoting the importance of EDI in the Victorian health sector supply chain processes.



Business Facilitator Brett Henderson (seated) and HPV Director Data and Systems Rob Setina both spoke about the many benefits of EDI for suppliers and how it can help to ‘future-proof’ their business.

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“The pilot has also highlighted how important it is to have one national product catalogue to store product information used by health services throughout Australia. Currently, there are over 20 catalogues used throughout Victorian health services alone.”

Rob Setina, Director of Data and Systems,  
Health Purchasing Victoria

Rob has identified many key benefits of EDI including:

- Providing real-time processing and eliminating the time needed to manually send, receive and enter orders.
- Reducing the expense of paper storage, printing, postage, mailing and recycling.
- Improving the business cycle by ensuring stock levels are kept constantly up-to-date and visible.
- Improving accuracy and minimising data entry errors.
- Improving forecasting.
- Eliminating paper trails.
- Reducing the time taken to manually create invoices and process orders.

“While EDI definitely delivers cost savings, the efficiency gains are the stand-out benefit for suppliers along with using their resources better,” he said.

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“Digitisation is a global megatrend and all healthcare suppliers need to come on board. Using connected healthcare data across systems will enable personalised monitoring, treatment and illness prevention.”

Aldo Santo, President, AHSP0

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“At the moment about 25 per cent of purchase orders come through EDI. I believe that we can reach 50 per cent within three years. By adopting EDI, suppliers can help to future-proof their business.

“The pilot has also highlighted how important it is to have one national product catalogue to store product information used by health services throughout Australia. Currently, there are over 20 catalogues used throughout Victorian health services alone.

“With a single common catalogue, a supplier only needs to update one catalogue when they have a new product, or the specifications and descriptions have changed. This is another huge efficiency boost,” he added.

## **A common system to future-proof your business**

More conversations are required on what suppliers need to do to become compliant, says Santo Cavaleri, General Manager of the Supply Chain at Melbourne Health, which looks after seven health services in Victoria that make up approximately 30 per cent of the Victorian public health medical/surgical spend.

“Suppliers need to get involved! We want to do more trading with our suppliers via eCommerce,” Santo said.

“Melbourne Health is currently implementing a warehouse management system that relies on the transfer of data such as GTINs, so eCommerce has become even more prominent. It’s important for us all to become compliant with the 21st century and the best place to start is by talking to GS1. Coles and Woolworths have been doing EDI for years, whereas the medical industry is underdeveloped. There are a lot of benefits we’re not harnessing.

“As a state and a nation, we’ve got to have a common goal. We need one common system for everyone. We need leaders not laggards.”

## **Collaboration leads to bigger opportunities**

As a supporter of this project, GS1 Australia was pleased to see the real benefits achieved by those involved in the project.

Catherine Koetz, GS1 Australia’s Healthcare Industry Manager, said, “Our role in working with the organisations in the healthcare sector is to support their ongoing improvement through cross-industry collaboration and partnerships.

“This is one of the reasons we were pleased to support the Melbourne Health Logistics Supplier Improvement Pilot Project and the partners in this initiative,” she said.

AusIndustry’s Brett Henderson and Mike Sewell were on the frontline in working with suppliers who would provide honest feedback that was then reviewed by Melbourne Health.

“In many cases, we’d adapt the project to meet the changing needs of the participants,” said Brett. “It continually evolved and was quite collaborative. Suppliers recognised where they needed to develop their capabilities and invested resources as needed.

“They understood the benefits of looking at a broader picture saying, ‘Is this just Melbourne Health or is it broader?’ And in looking broader, they could see the bigger opportunities that will come as a result,” he added.

## Australia needs to catch up to global trend

Aldo Santo, President of AHSP0 and Chair of the pilot committee, said that Australia needs safe and secure precision healthcare.

“Digitisation is a global megatrend and all healthcare suppliers need to come on board. Using connected healthcare data across systems will enable personalised monitoring, treatment and illness prevention.

“We need to be aware that by 2030, Australia’s ageing population could see public health expenditure increase by between 1-4 per cent of GDP. We need to be better at what we do and healthcare supply chains are directly related to improving patient outcomes.”

In measuring success, the pilot committee is considering numerous criteria including:

- The adoption of the GS1 standard of “one product, one code”.
- The alignment to a national product catalogue.
- Having an EDI capability.
- Having a strategy in place to maintain accuracy and build towards the platinum GS1 standard.

## A digital future for healthcare in Australia

Following the success of this pilot, the future is looking positive for the healthcare supply chain. While it will be several years before the supplier-to-warehouse level is fully engaged, the next step is to get into the hospital and get to the patient bedside, which is already in the planning process.

National healthcare supply chain standards are going to happen. This is the first major step on the journey to make it a reality. Whether the pilot project will be expanded is still to be decided.

It’s the responsibility of every organisation in the supply chain, from small to large, to invest in the future of the industry and understand that digital isn’t going away. They need to embrace the vision and take advantage of the many other benefits their business will gain as a result.

### WHAT IS THE ENTREPRENEURS’ PROGRAMME?

The Entrepreneurs’ Programme delivers expertise, networking and grants to help Australian businesses grow, innovate and commercialise their products or services, both nationally and globally. The program aims to drive economic growth and jobs, improving broader community outcomes.

**For more information visit [business.gov.au/ep](http://business.gov.au/ep) or call 13 28 46**

## Participants



GS1 has worked closely with Melbourne Health to fundamentally transform their warehouse management. Through a comprehensive pilot project, GS1 and Melbourne Health reviewed existing data capture practices and collaboratively applied the latest product identification standards to improve data quality and drive efficiencies in the supply chain.

[www.gs1au.org/healthcare](http://www.gs1au.org/healthcare)

# Why You Can't Miss This Year's Conference

THE 32ND ANNUAL CONFERENCE IS COMING SOON!

Still deciding whether to attend this year's conference, or making the case to your business? There's much to be excited about by the 2020 edition - here are the top reasons you should attend (and some notes to help you make the case to your boss).

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## Be Inspired by Our Speakers

This year we have a diverse range of speakers to inform and inspire you. Dr. Sally Cockburn headlines day one talking about health issues 'with a twist', and through the day you'll hear from industry partners and our own members. On day two Robyn Moore will bring you a 'life-altering' session and you'll hear success stories from the Entrepreneurs Program. With such a diverse range of sessions for you to partake, you'll be sure to take some valuable lessons back to your workplace.

### Why would your boss care?

Learning from industry leaders on procurement topics is invaluable education to help drive high performance at work and identify ways to improve supply chain and procurement in your organisation.

## Timely, Relevant Topics

This year's theme is 'Risk In Procurement', which in light of recent events including the bushfire crisis locally and COVID-19 globally, is extremely timely. The healthcare industry is sure to come under increasing pressure and will continue to for the foreseeable future. Joining us at the conference gives you the opportunity to learn from leaders in procurement and discuss with delegates how the industry is meeting the challenge of stretched supply chains all while maintaining probity and sustainability.

### Why would your boss care?

This is an opportunity to hear more about what's happening locally and globally and how you can ensure your supply chain is robust enough to meet the coming challenges.



## See the Latest in Medical Technology

Each year, AHSPO brings together the leading health care providers in Australia for delegates to meet, learn from and explore solutions to bring back to their organisations. This year over 40 sponsors will exhibit at the event and each and every one will be super excited to talk to delegates.

### Why would your boss care?

Go straight to the source of your purchasing requirements. Building strong relationships is key to great procurement. And many suppliers may offer limited time offers at the event.

## Get Hands on in Education Workshops

As an AHSPPO member, if you haven't made the most of our education program before, then now is your chance! The Education Officer with the help of the board and some of our partners are putting together special training sessions to be run exclusively at the conference.

### Why would your boss care?

To continue to grow in your current position and prepare for your next, professional development at events such as the AHSPPO conference are essential to give you the tools, both 'hard' and 'soft' to succeed in a changing industry.



## Hear Inspiring Stories From the Entrepreneurs Program

In 2019 we heard from Brett Henderson and Mike Sewell from the Federal Government's Entrepreneurs Program. The Program will again be represented in 2020, and this time you'll hear success stories which have involved many AHSPPO members and industry partners. Not only will you be inspired by people and organisations making change in the industry, you'll learn the newest trends and technologies set to shape the local market.

### Why would your boss care?

Hearing the latest innovation and local success stories can provide inspiration for your own organisation's supply chain transformation. In addition you'll have early access to technologies and companies making big changes to the healthcare industry.



## The Annual Gala Evening

Let your hair down with fellow delegates and sponsors at our annual evening of celebration! This year's theme is all about Queen - so be prepared to grow your moustache or put on your finest mullet wig. Have fun, recharge your batteries for another day of learning the morning after!

### Why would your boss care?

This is an unmissable chance to build professional relationships with colleagues and like-minded industry professionals in a fun environment.



## The Numbers

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**150 x Delegates**

**42 x Vendors**

Showcasing Australia's best healthcare procurement expo

**1 x AHSPO Annual General Meeting**

**10 x speaking sessions**

**7 x opportunities**

To grab a coffee and food

**2 x Days**

Of learning opportunities to take back to your organisation!

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**And 1x Gala Dinner not to be missed**

# Social Pages

CONFERENCE TIMEWARP!

Let's look back at the conferences over the last few years. It's a trip down memory lane!







2020 Vision: Risk in Procurement

# Conference 2020

**Mantra Lorne**  
**12-14 August, 2020**

**Conference Programme**

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32nd Annual Conference

WELCOME TO

# Conference 2020

**2020 Vision: Risk in Procurement**

How quickly time flies! It feels like only a few weeks ago I was welcoming you all to last year's conference. I'm proud to say that the 2019 edition was our best ever, and it's with great anticipation I hope we can do even better in 2020.

A strong theme that came to the fore last year was the rise of social procurement - doing better, and being better for our clients and the planet. To make the most of this timely and topical subject, this year's conference will focus on 'risk in procurement'.

As the populace becomes increasingly informed and aware of our impacts on the planet, so to do we as a procurement profession need to look at how we conduct ourselves and do business. From social procurement to sustainability - this year's conference will go all-in on discussing how we can reduce risk, work sustainability and deliver positive outcomes to those in our care.

I hope you join us for what promises to be an exciting event.



**Aldo Santo**

President  
AHSPo Incorporated

**WEDNESDAY 12 AUGUST**

# Session One

**2.00pm – 5:30pm**

Delegate and Corporate Registration

**6:00pm – 6:30pm**

**Welcome Reception**

President of AHSPQ, Aldo Santo and Local Politician

**6:30pm – 9:00pm**

**Exhibition Reception & Exhibition Opens**

Proudly supported by our  
Gold Sponsor **Ultra Health Medical**



**9:00pm**

Close of Exhibition & Day 1 program



## 2020 CONFERENCE VENUE

# Welcome to Mantra Lorne

We're excited to return to Mantra in Lorne for this year's conference. From humble beginnings as the oldest guest house in Victoria, Mantra has grown to take in 12 acres of beautifully landscaped gardens and holds the only beachfront property in Lorne. Ideal for conferences, Mantra can host up to 500 delegates in the convention space, while the main lawn was the perfect setting for our wonderful gala evening last year.

Delegates staying at Mantra can enjoy some of the best facilities on the Surf Coast and take in the ocean breeze before taking the short stroll to breakfast and the days activities. This year's wonderful venue will no doubt help us get inspired, motivated and most of all enjoy the AHSP0 Conference 2020.







## THURSDAY 13 AUGUST

# Session One

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**6.00am – 8:15am**

Breakfast in the dining room for all in-house guests

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**8:20am**

**Welcome**  
President of AHSP0, Aldo Santo

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**8:30am**

**2020 Conference Opening**  
by an AHSP0 Life Member

## THURSDAY 13 AUGUST

# Session Two

8:40am – 10:00am

**Keynote Speaker**

**Dr Sally Cockburn** – aka 'Dr. Feelgood'  
GP and health advocate – with a twist.  
Proudly supported by **Ecolab Healthcare**



**Followed by**

Suppliers Magic Minute presentations

10:15am – 10:45am

**Break out – Morning Tea**

## THURSDAY 13 AUGUST

# Session Three

10:45am – 11:20am

**David Ray –  
Social Procurement**  
Bendigo Health

11:20am – 12:00pm

**Ben Katzman and Barry Lacy –  
Risk in Procurement**  
Epworth Health

**Followed by**

Suppliers Magic Minute presentations

12:15pm – 1:00pm

**Break out – Lunch**  
Proudly Supported by **The O.R. Company**



**ECOLAB**  
Everywhere It Matters.



**KEYNOTE SPEAKER**

# Dr. Sally Cockburn

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**Thursday, Session Two, 8:40am**

Dr Sally Cockburn is a GP and health advocate – with a twist. While she practices part-time in suburban Melbourne, she is also known around Australia as “Dr Feelgood”, a high profile media presenter who champions sensitive issues and demystifies medicine”

Proudly supported by  
**Ecolab Healthcare**

**THURSDAY 13 AUGUST**

# Session Four

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**1:00pm – 2:00pm**

**Speaker announced soon!**  
**TGA and Recalls**  
Therapeutic Goods Administration

**2:00pm – 3:00pm**

**Bernadine McNamara –  
Risks and Contract**  
General Counsel, Barwon Health

**Followed by**

Suppliers Magic Minute presentations

**3:15pm – 3:45pm**

Break out – **Afternoon Tea**

**3:45pm – 4:30pm**

**AHSPO Historical Retrospective**  
A presentation of AHSPO from the past until now, including special guest **David Pearce** one of the founders of AHSPO  
Proudly supported by **Fresenius Kabi**



**4:45pm – 5:00pm**

**Annual General Meeting**  
All welcome to attend

**7:00pm – 12:00am**

**Thursday Night Gala – Conference Dinner**  
Proudly supported by our Platinum Sponsor **Coregas**



KEYNOTE PRESENTATION

# A Short History of a Long Association



Thursday, Session Four, 3:45pm

For 75 years, the Association has been connecting supply chain and procurement professionals with each other. From humble beginnings, the thirteen-member association has blossomed into a 450 strong community of suppliers, corporate partners, and industry professionals.

From the quirky 'Beyond 2000' themed conference back in 1993 to the quarterly journal which enters

its eighteenth year in 2020, the association has evolved over the years, but one thing remains constant - a dedication to improving the supply chain and procurement profession.

This is a must-see session. Join us and hear a little history about the proud association you're part of.

Proudly supported by **Fresenius Kabi**

MEET OUR M.C.

# Emily Rice

Award winning journalist

Emily Rice is an award-winning senior journalist and presenter with over 16 years' experience in Australia and internationally. This is her third consecutive AHSPPO Conference as our M.C.



Proudly supported by our Diamond Sponsor **Cardinal Health**

THURSDAY NIGHT GALA DINNER

# Rock Like Queen

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Presented by our  
Platinum Sponsor Coregas

The Coregas logo is located at the bottom of the page, centered within a white circular area. It consists of the word "coregas" in a lowercase, blue, sans-serif font, followed by a stylized icon of a blue and orange crescent moon or gas flame.



## CONFERENCE DINNER

**\$5 OR MORE ENTRANCE FEE DONATION.  
MONIES COLLECTED WILL BE DONATED TO  
THE CHARITY FOR 2020**

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### Let's rock like Queen!

We all need somebody to love, or in our case, an association to love! So join us at Gala Night 2020, where we will rock you in a night of fine food, great company and dancing!

You might feel under pressure, but don't - it's only fancy dress. Do your best, or your worst impression of Queen and you might just be singing 'we are the champions' in the best dressed competition at the end of the night.

So, bring out your inner bohemian and give us a rhapsody to remember! We want every member to take on the motto - don't stop me now. At least until last drinks.

**Forget Risk in Procurement.  
Tonight is about Rock in Procurement.**



## FRIDAY 14 AUGUST

# Session One

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**6.00am – 9:00am** Breakfast in the dining room for all in-house guests

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**9:00am – 10:00am** **Brett Henderson and Mike Sewell –  
Entrepreneurs Success Stories**  
AusIndustry – Entrepreneurs' Programme

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**Followed by** Suppliers Magic Minute presentations

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**10:15am – 10:45am** Break out – **Morning Tea**

## FRIDAY 14 AUGUST

# Session Two

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**10:45am – 11:15am** **Local Charity Speaker**

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**11:15am – 12:15pm** **Keynote Speaker  
Robyn Moore –  
The Power of the Word**  
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**12:15pm – 12:30pm** **Closing Address**  
President of AHSP0, Aldo Santo

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**12:30pm – 1:00pm** **Lunch “On the Go”**  
If you need a packed lunch, please make sure  
you have booked at the Conference Registration.  
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**KEYNOTE SPEAKER**

# Robyn Moore

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**Friday, Session Two, 11:15am**

Robyn Moore is Australia's most in-demand female speaker. Delivering "life altering" presentations, Robyn focuses on selling people back to themselves to deliver transformational, thought provoking and action-oriented presentations for her audiences.

Robyn Moore has been changing peoples' perception through "The Power of the Word" for over 40 years as an Educator and as Australia's most versatile and effective female Voice-Over Artist, Presenter and Speaker.

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# Secret Wine Business

Welcome to my Secret Wine Business article for this edition of the AHSP0 Journal, in which I am reviewing a new style of wine for me, from one of my favorite Wine Makers, Serafino in McLaren Vale, South Australia.

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WORDS BY PETER LACK

For most of the long-time readers of my articles, you would know that I have never written up a wine I didn't like, well this time I am.

In saying I didn't like it, there is nothing wrong with the wine, it just wasn't my style. As some of you know, I celebrated another Birthday in early March, and was given this wine I am reviewing, as a present.

The wine was a 2017 Serafino BDX, which is a blended Red Wine of Cabernet Sauvignon (51%), Carmenere (27%), Cabernet Franc (14%) & Merlot (8%) with the BDX meaning a Bordeaux style. Unlike other wines from Serafino, this one was so much lighter and maybe too refined for my palate.

According to the winemakers tasting notes:

## **PALATE**

This vintage has produced a wine with beautiful balance delivering bright red berries, black olive, chocolate and cedar. The combination of the four varieties melds velvety tannins to complete a wine of elegance. This must be telling me my taste in red wine is not for the more elegant style, but bigger and bolder is better for me.

## **BOUQUET**

One of the most perfumed wines from the Serafino Wines stable, with aromatics of ripe berries, espresso beans and spice.

## **THE WINEMAKING**

The fruit was destemmed, but not crushed, into small open fermenters and allowed to spend 12 days on skins in order to optimise colour and tannin extraction. Post primary fermentation, the ferments were gently pressed and allowed to undergo malolactic fermentation in French oak. Final blending occurs after 12 months after barrel maturation.

Accompany: We had the wine with perfectly cooked dukkah crusted lamb back straps, which the winemaker recommended lamb dishes as this wine best match.

Again, I am not saying this wine was off or undrinkable, it just wasn't to my liking, and at \$28, I can think of a dozen other wines that I would rather buy.

Availability: If you do want to try this wine it is available at Dan Murphy's but I think only the 2018 vintage is available now, unless you hunt around for it.

I would like to get feedback if anyone does try the Serafino BDX, as I am always saying.....the only thing better than drinking the wines, is to be able to talk to someone about them!

## **“GOOD QUAFFING”**

## **PETER LACK**

**Life Member & ILG Advisor**

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