

AHSPO

Journal



Association of Healthcare Supply and Procurement Officers

Q3 2019 | The AHSPO Acquisitor. The Voice of the Procurement.

— 2019 AHSPO Conference —

The Conference Wrap-Up

IN THIS ISSUE

THE BENEFITS OF PET THERAPY IN AGED CARE | EDUCATION UPDATE | SECRET WINE BUSINESS
CONFERENCE 2020 SPONSORSHIP OPPORTUNITIES | PRESIDENTS REPORT

LEKKER

The Nice Agency.

Let's be friends.

Lekker+AHSP0

Good friends listen first and ask questions later.

Lekker are the proud marketing and design agency behind the AHSP0 Journal.

We'll never dazzle you with pointless statistics or confuse you with jargon. We'll listen to you and understand what your design and marketing needs are – then together we'll do great things.

Lekker – The Nice Agency.

Talk to us

New Business Enquiries
ricky@thelekkeragency.com.au

Contents

Q3 2019



Membership Report

Total Registered Members: 452
Full Members: 361
Corporate Members: 91
Associates: 5
Life Members: 13
Industrial Liaison
Group Members: 9

Advertising

Contact
Julian Brown
Art Director
julian@thelekkeragency.com.au

Aldo Santo
President
0409 226 763

Editor: Aldo Santo
aldo02@bigpond.com

Art Director: Julian Brown
julian@thelekkeragency.com.au

Staff Writer: Ricky Mutsaers
ricky@thelekkeragency.com.au

Cover image: Lorne, Victoria.
Site of the 2019 AHSPPO Conference.

p.2

Snapshots

Updates from in and around our Industry.

p.6

President's Report

Aldo Santo shares the latest update on the latest Association news.

p.8

The Benefits of Pet Therapy in Aged Care

Keystone Healthcare provides us with insights in to the benefits of fluffy friends in aged care

p.10

Education Update

It's a busy time for AHSPPO Education. Debra Birznieks, AHSPPO Education Officer gives us an update.

p.11

2019 Conference Retrospective

It's time! The conference wrap up is here! Day by day summaries as well as lots of photos to bring back memories.

p.33

Conference 2020 Sponsorship Opportunities

The next conference will be here sooner than you think! It's time to reserve your sponsorship opportunities. Exclusive opportunities get snapped up quick! Read through the Sponsorship Opportunities to find out more and when to register (it's soon!)

p.40

Secret Wine Business

Peter Lack reviews this editions wine - a Grampians Estate Stawell Gift Shiraz 2016.



Snapshots



Logistics Giant Kuehne + Nagel to go carbon neutral

As a sign of increasing commitment from industry, logistics company Kuehne + Nagel, will make all less-than-container-load shipments CO2 neutral from 2020.

The announcement forms part of the organisations Net Zero Carbon programme and is one of many measures being undertaken to achieve a carbon neutral status by 2030. The programme runs across all aspects of the business, from investing in nature projects in Myanmar and New Zealand, through to relying on video conferencing to reduce travel requirements.

“We acknowledge the responsibility we have for the environment, for our ecosystem and essentially for the people. Today’s announcement is based on a package of measures to fight CO2 emissions and provide sustainable and innovative supply chain solutions – hand in hand with our suppliers and customers.” Chief Executive Officer Dr. Detlef Trefzger said.

Mobile healthcare opens healthcare to the vulnerable

For the most vulnerable in our society, getting the help they need can be troublesome and lead to poor health outcomes.

But across the country, providers are offering these people a chance. Out of Western Australia, the Freo Street Doctor mobile health service provides GP, mental health and social workers. While in Melbourne the cohealth mini bus offers a similar service.

Importantly, services such as these fill the gap between the disadvantaged and GPs, enabling on the spot treatment of minor issues, or identification

of more significant problems. Dr. Kate Coles from cohealth acknowledges it is “frustrating at times due to the systems that have lead to the person being homeless”, however finds it rewarding to help those in need.

While there are many challenges facing the healthcare system here in Australia. There are many stories to be proud of.

Find out more at racgp.org.au

Snapshots

University of Sydney opens Biomedical Engineering School

Further enhancing Australia's leadership in medical research, the University of Sydney has added a new school of Biomedical Engineering to its Engineering faculty.

Preparing the next generation of engineers, the school will offer infrastructure for cleanroom and prototyping capabilities, and a high-energy plasma research laboratory intended for therapeutic innovations involving specialised surfaces.

Professor Gregg Suaning said the new school's aim is to improve health outcomes by targeting diseases that currently do not have cures, adding "we will achieve this through innovative biotechnologies focused on tissue and neural engineering, nanomaterials and by introducing novel approaches to overcome chronic disease."

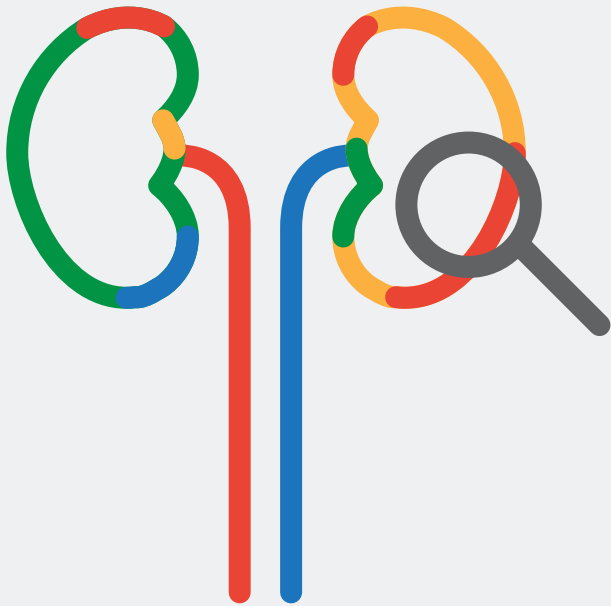
This announcement is one of many recent partnerships in the Tertiary sector we'll watch in interest.



Proving it every day

At Mölnlycke®, we deliver innovative solutions for managing wounds, improving surgical safety and efficiency and preventing pressure injuries. Solutions that help achieve better outcomes and are backed by clinical and health-economics evidence. In everything we do, we are guided by a single purpose: to help healthcare professionals perform at their best. **And we're committed to proving it every day.**

Snapshots



Google tech to spot kidney injuries

DeepMind, Google's Artificial Intelligence group are developing a new technology which will use machine learning to predict acute kidney injuries based on patient data.

Difficult to spot, experts believe that almost a third of all cases are identified two or three days after the kidney begins deteriorating. The new technology from DeepMind will give clinicians up to 48 hours head start on identifying such cases.

Approximately 1.4M deaths are attributed to acute kidney injuries each year. DeepMinds new innovation has the potential to reduce this figure substantially.



OUR WORLD IS FULL
OF EXTRAORDINARY
POSSIBILITIES...

From high-quality consumables to advanced theatre equipment and robotics, Device Technologies is Australia and New Zealand's largest independent provider of medical solutions and technologies.

PIONEERING POSSIBILITY.

Snapshots



Churchill Fellowship award winner to investigate sustainable food in healthcare

Congratulations to Dr. Jorja Collins, recipient of the Churchill Fellowship award. Courtesy of the award Dr. Collins will travel to the U.S to research strategies for improving the sustainability of hospital food service.

In her Fellowship submission, a waste audit conducted by Dr Collins found that on average, 322kg of food waste is generated every day across three hospitals she works in. This included food that was served to patients but not eaten (plate waste), food left over after the meals had been plated and food that had reached its use by date. The audit found that 60% of the food waste was being disposed to landfill and 40% was disposed via wastewater; none was reused, donated to food charities or composted.

Dr. Collins will visit six healthcare organisations while in the U.S and aims to return to Australia with practical knowledge and experience to further explore how the Australian Healthcare system can improve sustainability. We're looking forward to seeing the outcomes.

Churchill Fellowships are awarded to those wanting to conduct research, for the benefit of Australia, which isn't readily available in our country. This year's fellowships have been awarded to 115 people from cities and towns across Australia. Find out more at Churchilltrust.com.au

Presidents Report

WELCOME TO THE OCTOBER JOURNAL

Well, what a year it's been so far. Now the dust has settled on Conference 2019 I've had the time to reflect on what a wonderful show we put on for this years event. To see familiar and new faces, all engaged and contributing to the event was great to see. I hope you took something out of the event back to your workplace.

As we enter the last part of 2019, I'd like to share a few updates with you.

ALDO SANTO
PRESIDENT

Executive Committee

Michelle

Michelle Killick is our thoughtful and thorough Association Secretary and Communications Officer. Michelle's dedication is demonstrated by her answering my early morning phone calls most days. Thanks to her dedication our members are more engaged than ever. Michelle - you're an invaluable asset to the association and I hope we never lose you.

Ron

As our only Life member on the Committee, Ron Hillier is our Membership Officer and continues to assist as Treasurer. Ron's passion for procurement and the Association is second to none - I owe you a huge thanks for that.

Debra

While Debra Birznieks isn't on the Executive Committee, as our Education Officer her contribution to the development of our members is essential. With the new-look probity training and successful negotiation training delivered in partnership with GS1 I'm sure we are all looking forward to where the association goes not with her guidance.

Pragasen

Keeping the lines of communication open with suppliers is critical for the Association and Pragasen Pillay has done a brilliant job as chairperson of the Industry Liaison Group. Always available for a chat to exchange ideas or shoot the breeze, Pragasen's contribution is invaluable.

I hope you took something
out of the AHSP0 2019
event back to your
workplace.

And to those who have supported the committee during the last year, I would also like to pass on my thanks.

Glenda and Linda

Linda and Glenda were part of the committee from last year's AGM, however work and personal reasons meant they both left the committee not long after the conference. Thank you both for your time and support of the Association.

Thank you to **Ian Munroe** for his contribution on the committee, albeit brief. We hope you think about joining us again in the future

Barb has been supporting the committee with all things admin over the last year and has been a great help. Thank you.

And lastly, a special mention goes to **Jude Bart**. Jude has been a great help to the committee, volunteering on a number of Association matters over the past year. Thank you Jude.

AHSPO Website

Our website continues to be a hub bringing us together. So far this year, over 3,000 individuals have visited the AHSPO site and travelled through our site, hitting our pages over 13,000 times.

What is most pleasing however, is that members are making the most of our content by reading and downloading training materials, presentations and of course our Journal. The 2019 conference programme was a big hit with over 1200 downloads while the St John of God presentation from last year continues to show it's longevity with an impressive 500+ downloads.

My thanks go to Valentino Bulaon who keeps the website up-to-date and running smoothly.

Journal

I'd also like to say a quick thank you to Julian and Ricky from The Lekker Agency who have taken over our quarterly journal and assisting Michelle with the large group email communications to members.

2020 Conference

Lastly, I'm excited to share with you a preview of next year's event. Next year we will be reconvening here at Mantra in Lorne for the 2020 event where the theme will be 'Risk In Procurement'. As always we look forward to bringing you an agenda packed with great learning and networking opportunities.

On behalf of the Executive Committee I'd like to thank you, our members for being part of the AHSPO family. The support you provide the association only makes it stronger, and the more develop as a profession, the more AHSPO will continue to benefit the industry, both suppliers and members alike.



ALDO SANTO
PRESIDENT

The Benefits of Pet Therapy

I N A G E D C A R E

It's no secret that watching a puppy or kitten explore the world makes us happy - especially when they're goofing around. The amount of cat videos on YouTube are a testament to that!

REPRINTED WITH PERMISSION FROM KEYSTONE HEALTHCARE

There's something about animals that we humans are drawn towards. From the time we started domesticating dogs some 14,000 years ago, our furry friends have become faithful companions and even honorary family members. Nowadays, more than 63% of Australian households own a pet.

Pets offer companionship, love, and a sense of purpose, especially for people living alone. But did you know that emerging research suggests that interacting with our pets can actually boost our health and wellbeing?

Not only do our pets improve our mood and outlook, there's also evidence that they can reduce stress and blood pressure.

For residents of aged care facilities, interaction with pets can have an enormous positive impact on their health and wellbeing. Facilities all over Australia are beginning to include pet therapy programs to boost residents' quality of life.

Pet Therapy: A new vision for healthcare

Pet therapy (also known as animal-assisted therapy), involves using animals as a form of treatment. The goal is to improve a patient's social, cognitive, emotional, or physical function.

Programs can involve having a resident cat or bird, or introducing a therapy dog into the facility for a visit each week, or a variety of other factors best suited to the facility and its patients.

For people in aged care facilities, pet therapy is proving to greatly increase quality of life. It's been shown to reduce tension, fatigue and confusion, and increase feelings of enthusiasm and inspiration. Some of the other benefits of pet therapy include:

- Decreased blood pressure
- Better communication and reminiscence
- Unresponsive patients 'brightening up' when interacting with a pet
- A motivation to move around with the pet, improving sedentary lifestyles
- Giving patients a feeling of being 'needed'
- Improved motor skills due to patting movements
- Increased sense of calm and elevated positive mood
- Enhanced socialisation and discussion
- Stimulated memory and cognitive functioning

Having a pet in the facility can also decrease the feeling of a sterile environment, and even perhaps make the facility a bit more like 'home'.



Emerging research suggests that interacting with our pets can actually boost our health and wellbeing.

What's involved in training an animal for pet therapy?

Pets need to have a suitable disposition and undergo special training before being used in a pet therapy program.

The training may involve exposing the pet to a range of environmental stimuli with a trainer, to give the pet an understanding of how to respond appropriately.

Some pets can get overwhelmed by lots of stimuli, such as when being patted by several people at once. It's important to ensure the pet is comfortable and confident in a variety of situations so it doesn't panic when faced with new and unfamiliar people and places. Animals working in pet therapy must also:

- Be well socialised
- Have good basic obedience skills
- Understand how to interact with people using mobility aids (such as crutches or wheelchairs)

Pet therapy dogs in particular are known for their calm and gentle nature. They often curl up and quite happily enjoy the attention they get, much to residents' delight.

Having a pet in the facility can also decrease the feeling of a sterile environment, and even perhaps make the facility a bit more like 'home'.

Putting together a plan for your aged care facility

Many aged care residents used to live with a dog, cat or other animal before they moved into care. But many of them had to give up the companionship they enjoyed with their animals, which may have spanned their entire lives prior to becoming an aged care resident.

While most facilities don't allow residents to keep a pet of their own, having a live-in pet can certainly help reduce the feeling of loss of having a pet as a companion. Cats are a popular choice in many facilities as they are mostly low maintenance and manage their own toileting.

Birds have also been shown to be of particular benefit to the mental wellbeing of dementia patients.

If having a live-in pet doesn't suit your facility, there are many programs available that facilitate pet visits. These visits quickly become a highlight of many patients' weeks, something to look forward to and genuinely enjoy. Regardless of the type of pet therapy used, there's no doubt that incorporating animals into aged care residents lives has a notably positive impact on their health and wellbeing.

For more information about finding a pet therapy program for your facility, contact the team at Keystone Healthcare on 1300 547 877.

Partnering for the Growth of our Members

EDUCATION UPDATE

In my last update, I reflected on the strides forward the association has made thanks to the solid foundations of the previous education officer. In this quarters update I'd like to reflect on how vital partners are to help us educate and develop our members and share a quick update on some of our key partnerships.

WORDS BY DEBRA BIRZNIEKS
EDUCATION OFFICER

Continuing Diploma of Procurement and Contracting

During 2019 we continued our relationship with the University of New England (UNE) and are pleased to advise cost for the Diploma course will remain unchanged. As always AHSPo continues to provide sponsorship for the course and will offer single subject sponsorships.

Partnership with Vative Academy launched

At our Procurement Innovation Breakfast In mid-March this year we announced a new partnership with Vative Academy to deliver two courses to AHSPo members:

- Advanced Diploma of Competitive Systems and Practices - this course is essential for supply chain leaders responsible for driving efficiency in the workplace. This course is government supported for members without prior qualifications, and for self-funding members, AHSPo will contribute a portion of the costs.
- Lean Practitioner - focusing on delivering value through continuous improvement, Lean can be transformative to procurement professionals. AHSPo is excited to sponsor half of the course costs for eligible members.

Practical Skills Workshops

As you'll know from our last education update, the first negotiating workshop brought together 16 procurement professionals to combine theory and practice in negotiation tactics. Our next workshop delivered in partnership with GS1 Australia is planned for November 2019. If you'd like to join, please get in touch with me. Long term, our vision is to create a series of four scalable workshops which can be delivered in a variety of locations and settings, and ultimately form part of the AHSPo 2020 conference programme.

On behalf of the AHSPo committee I'd like to thank our education partners, the University of New England, Vative and GS1. Without their generosity and support, the education program we provide you, our members simply wouldn't be possible.

AHSPO Conference 2019

Conference Retrospective

Keep Healthcare Growing

For over thirty years AHSPPO has been connecting supply chain professionals and growing the art of procurement. The annual conference is the headline opportunity for the Association to convene and bring together the finest minds in the industry to share stories, educate and grow together.



The 2019 Conference was set to be the best yet, with 150 delegates making the 142 kilometre trip from Melbourne to the seaside town of Lorne, to discuss the hot topics in procurement.

The theme for this years event was growth in procurement. So, what does 'growth' really mean for the healthcare industry? It could mean "doing more' or 'producing more' or 'providing more'. However, for conscientious contributors to the supply chain, it's about driving social responsibility and better outcomes for patients and the industry.



Day One.

The event officially kicked off on Wednesday the 14th of August, with guests filtering in through the afternoon. Arriving delegates enjoyed networking drinks in the expo space before no doubt resting up for a packed agenda over the following two days.







Day Two.

In his uniquely informal and energetic style, President Aldo Santo opened the conference, welcoming delegates to the event and encouraging openness to new thinking and challenged the audience to grow the profession for the betterment of the industry.



Sponsor Presentation

Coregas

The use of gas has a long history. From Natural gas inspiring the Oracle of Delphi in ancient Greece, to Britain commercialising its use on the streets of London in 1785 - gas continues to play an integral part of our supply chain to this day.

Coregas took us through a brief history of its use, the origins of their own operation and innovations driving efficiency today. Readily available and commoditised heavily, Coregas believes the real opportunity for efficiency will come from within the supply chain rather than the commodity itself.

Coregas are helping organisations innovate and drive efficiency through the Internet of Things, noting a trial of IoT technology with Ballarat Hospital underway to track and monitor assets within the supply chain. Initiatives like this, according to Coregas are where the real benefits are delivered, "getting more insights from your usage to be more efficient is where you'll deliver value".



Keynote Speaker

Mark Bunn

History and established cultures can teach us a lot about achieving our natural high. Looking to proven ways of living from cultures around the world, keynote speaker Mark Bunn challenged us all to align with Mother Nature's eternal performance cycles.

"Breakfast is the most important meal of the day. But it's not really..."

Consider Asian cultures and food, for example, in the typical Asian household, the main meal of the day is at lunchtime. Why? Because when we first wake up our bodies are firing up for the day. So filling our stomachs with heavy food can slow us down. The same applies in the evening, as our bodies fuel cells deplete during the day, loading up with fuel once more disrupts the natural winding down your body is doing.

The good news, this isn't Keto, Paleo or any other niche diet. It's simple logic honed over centuries and brought into relevancy for the 21st century. Mark shared cultural insights from across the world and gave the audience three guiding principles to lead a more productive and healthy life.

Get Early Morning Sun

The sun. That giant orb in the sky. There's a reason the planet is so reliant on it. It gives us life and light. Getting a healthy dose of early morning sun before it's at its peak can do wonders for you. It regulates your body clock and reminds your body to wake up. And it stimulates the chemistry of happiness which can't be replicated anywhere else.

Move Your Body

While you're getting that morning sun, stretch your legs and go for a walk. Activity is essential to manage our health - from weight to blood pressure. Get your internal engine firing, move your body.

Connect With Mother Earth

Did you know the number one source of antioxidants we have access to is the planet itself? Most of us are permanently disconnected from mother earth. We wear shoes, drive in cars and live and work in buildings. When we throw our shoes off and earth ourselves more regularly the benefits can be enormous - reductions in general pain, improved blood profiles, improvements in the quality and quantity of sleep.

And when we think about living healthier, more prosperous lives. Perspective is key. Mark closed on a heartbreaking story which he wanted us to learn to focus on the important things in life. 'Don't leave it until tomorrow. Our lives are all about choices. Our health is about choices'.

You can find out more about marks topic at markbunn.com.au/resources

Current Challenges in Procurement



An epic panel led to an epic discussion in the afternoon of day one. This years panel brought together some experienced heads from across the industry. Moderated by James Piplios from Healthscope, the discussions spanned a range of topics centred around the theme of 'current challenges in procurement'. The audience was engaged and the discussions robust, here's a summary of the key discussion points

Panel Members



Debra Birznies
Regis Aged Care



Catherine Coates
GS1



Neil Sigamoney
Monash Health



Santo Cavalieri
Melbourne Health



Mark Holden
DHL



Brett Henderson
Fed Govt Entrepreneurs Program



Mike Sewell
Fed Govt Entrepreneurs Program



Bernadine MacNamara
Barwon Health

Navigating the rise of social procurement.

The panel acknowledged there will always be internal pressure to continually deliver on traditional goals while demonstrating a commitment to social procurement. It's undeniably a balancing act. And fortunately at a macro level the Australian government is providing a platform for change, with new legislation around modern slavery in the supply chain passed in 2018.

Bringing the issue closer to home, Debra Birzinek believes as our parents enter aged care, the next generation should challenge caregivers to ethically source and provide services. As society becomes more socially aware, this will be a new point of difference for suppliers in the future. But the reality within the supply chain is that it's hard - so it's something we need to commit to changing.



“Where will leadership come from in sustainability?”

James Pipilos



Evolving and developing the craft of procurement.

The audience posed the challenge that procurement departments aren't taking advantage of the latest innovations to improve outcomes, nor are we as a profession 'making enough noise' or making the case strong enough that there's a return on investment for procurement innovation.

Mark Holden from DHL believes the industry needs to work together to improve. New technology can drive real improvements, but suppliers need to come together with the medical software industry to create better solutions.

“We get laughed at because we're 25 years behind...”

Audience member

While other industries drive innovation forward, the healthcare industry struggles.

The panel concurred that staying compliant and mitigating risk is a real inhibitor to innovation in the industry, but more specifically Neil Sigamoney from Monash Health believes scale is a major issue “if you don’t have the scale to change, you won’t be able to do it and without that scale you won’t be able to justify how to do it”. The response? Start small and look for pockets of innovation within your business, test and learn on a small scale to build your business case for change. If your project can deliver improved outcomes on a small scale you can make the case for expansion and get the scale you’re looking for.

“There’s a cash issue, a vision issue and they (organisations) won’t want to listen to you when they are dealing with so many other problems..”

Neil Sigamoney



Suppliers and customers must work together to affect change.

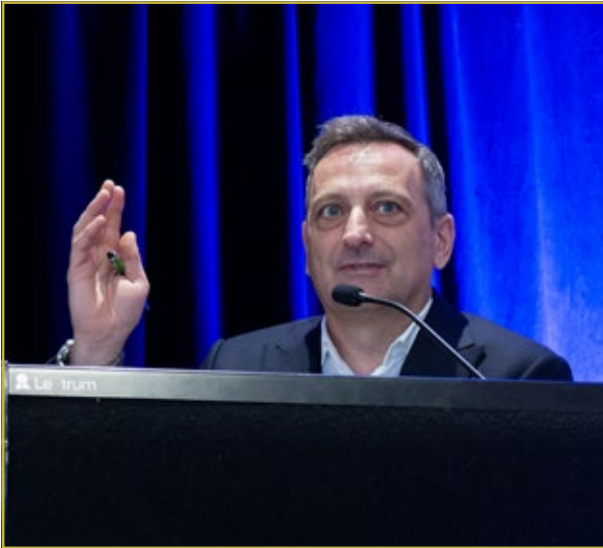
A question from a supplier in the audience raised a conciliatory discussion with the panel. While the question focused on what suppliers can do to evolve with customers, the panel came to the conclusion that there’s much to be done within healthcare organisations to drive industry change.

The panel did vehemently agree there’s a lot of work to do from the customer-side. Santo Cavalieri noted “we all use one system in the Public Health system in Victoria, but we do it 86 different ways. So we need to work on that ourselves”.

Neil Sigamoney confirmed his organisation will be looking to rationalise the number of SKUs they utilise to streamline their supply chain, and strongly believes reverting back to old process can undo much of the good work organisations do to improve.

Indeed as an industry, healthcare providers are cognisant there’s knowledge to be gained from both sides of the fence, they’re open to guidance. Debra summed up the panels sentiment inviting suppliers to take the lead in driving change: “Come to us with how we can work with you, to work together. True partnerships can deliver greater value and better outcomes”.





Relationships remain the key to unlocking innovation

There's undoubtedly much opportunity in the healthcare space to work smarter and faster, and if the conference panel is anything to go by, there's an immense willingness and appetite for change. The goodwill and desire to change was best summed up by member Robert Rose.

"From 30 years ago, technology has changed so much. But, what hasn't changed is the ability for suppliers and customers to sit down face to face and ask each other how we can help each other.

“A true partnership is meeting half way and that hasn't changed in 30 years. So talk to each other, work together and it will all be fine”



Gala Dinner

AHSPO Conference Gala

Like a good mullet, the AHSPO conference is business up front and party at the back.

Who said that 80's fashion was forgettable? We dusted off our best Tom Selek shirts, permed our hair and boarded the love boat (well some of us did). From M*A*S*H, to the Smurfs and Rocky, the best and worst of the 80's was on show.

No one walked 500 miles to get to the conference. But we did party like it was 1999.















Day Three.

Presentation

Environmental Sustainability in Procurement

Paul Clarke, from industry stalwarts Baxter Health, opened proceedings with a discussion on Social Procurement. Sustainability being a hot topic at this year's event, Paul's look into what Baxter are doing internally as well as what's happening nationally was enlightening.

There are several ways sustainability is being driven, Baxter categorise these into three broad categories.



A commitment to innovation

Internally, a holistic approach to sustainability begins from the ground up. An on-site simple improvement in waste management converts over 200 kilograms of food waste from the canteen into compost each day. While on a larger scale, operations are increasingly relying on renewable energy such as solar and efficient combined heat power cooling known as Trigereneration - a \$7M investment.

Punitive measures

Nation-wide, local governments have implemented measures such as landfill levies. In New South Wales a waste levy has been implemented to trigger an 'increase recycling to limit the need for new landfills, reduce landfill disposal and turn waste into valuable resources'. Whether the carrot or the stick is more effective remains to be seen, however when such measures are complemented with a commitment to innovation, the potential is enormous.

Joint initiatives

Paul also looked toward group initiatives such as the Vinyl Council of Australia's initiative to recycle the 50 million IV bags used annually. While vinyl is simple to recycle,

they are addressing the challenge of sorting waste at the source - at healthcare premises. Education and systematic organisation are the foundations of this activity which has over 100 hospitals signed up to the program.

Making sustainability work in your organisation

- Establish a dedicated waste management team to drive efficiencies in the supply chain.
- Recruit champions internally and push for commitment from senior management.
- Look closely at your internal processes to find improvements.

We can all agree with Paul in acknowledging climate change is the biggest challenge of the 21st century and with millions of tonnes of waste produced in Australia each year, as leaders in the supply chain, we have a significant challenge, and opportunity to effect real change.

Rosemary Calway Award for the Best stand at Conference 2019

Won by Hendricks Instruments



Guest Speaker

Anglesea Community House



At this year's event, AHSP0 chose to support the Anglesea Community House. Invited to share their story, Samantha Gault introduced the audience to the work they do with the local community. With a mission to cultivate community spirit by fostering inclusive and positive connections, this volunteer organisation supports the area in many ways.

The community 'Tip Shop' procures household items which might have been heading for landfill and resells them. Fifteen local groups contribute to running the shop and all profits support the Lions Club and Seaside Seconds.

In addition to contributing financially, Anglesea House also brings the community together through year round events such as the ever popular Greek Fest and Christmas By the Sea. A community newsletter with a circulation of 2,500 readers has been locally produced for over 30 years.

Closing Samantha's presentation, AHSP0 President Aldo Santo presented a cheque for \$3,000.00 raised by attendees at this year's conference. You can find out more about Anglesea House on their website: anglesea.org.au



Keynote Speaker

Amanda Gore



Well, after three days of fun, debate and learning, delegates were understandably needing a little pick me up. And didn't Amanda Gore deliver!

Captivating the audience with an irreverent and funny session, Amanda explored how we can rewire our brains for joy. Stress can be crippling and Amanda showed us how to refocus on what matters and take responsibility for our choices and behaviour.

As Amanda says, everything in business is about feelings. Trust, empathy, confidence, cooperation, collaboration,

leadership, responses to change - these are just some of the elements (feelings) that create a great culture and team.

Amidst the dancing, smiles and spontaneous laughter, Amanda taught some unique strategies to handle and adapt to stress, confront our fears and deal with change and collaborate effectively.

A refreshing way to round out proceedings, Amandas presentation gave delegates and afternoon to remember and some useful tools to help grow in their personal and professional lives.









32nd Annual Conference



2020 Vision: Risk in Procurement

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

Sponsorship Opportunities



How to apply for Sponsorship.

CONFERENCE 2020 THEME

2020 Vision: Risk in Procurement.

In this document we've identified various sponsorship opportunities and outlined the benefits provided to major sponsors.

Registration will be via Eventbrite, at the link below.

The link is not live until the **28th October 2019** at 9am VIC time.

Register here: <https://bit.ly/2lOkznx>

Password: AHSP02020

Opportunity One



Platinum Sponsorship

EXCLUSIVE \$13,000 Investment

- Guaranteed double stand chosen by company from floor plan. (3m x 3m).
- Sole naming rights to the Conference dinner.
- Lectern signage.
- Fascia signage, spotlights, table, chairs, table cloth and all power during exhibition.
- 1 A4 promotional information on seat drop in conference room (provided by company).
- Link from the AHSP website to your company website during 2020/21.
- A 90 second video commercial shown in main conference room.
- Corporate Membership for company for the 2021 membership year.
- Sponsorship of a Full AHSP member to attend conference.
- Full conference registration for 4 company representatives (includes attendance to all AHSP official conference sessions and AHSP sanctioned social events).
- Invitation for 1 extra company representatives to attend formal pre-dinner and conference dinner Thursday evening (accommodation not included).
- An opportunity for one of your company representatives to make a 10-minute presentation at the Wednesday Trade Opening, preferably relevant to the conference theme.

Opportunity Two



Diamond Sponsorship

EXCLUSIVE \$11,000 Investment

- Guaranteed double stand chosen by company from floor plan. (3m x 3m).
- Sponsorship of Conference Facilitator Opportunity for a Logo Tee/Polo shirt to be worn by M.C. during whole of conference.
- Lectern signage.
- Fascia signage, spotlights, table, chairs, table cloth and all power during exhibition.
- Link from the AHSPO website to your company website during 2020/21.
- Corporate Membership for company for the 2021 membership year.
- Sponsorship of a Full AHSPO member to attend conference.
- Full conference registration for 4 company representatives (includes attendance to all AHSPO official conference sessions and AHSPO sanctioned social events).
- Multipage brochure/catalogue (provided by you) placed in all delegates welcome bags.

Opportunity Three



Gold Sponsorship

EXCLUSIVE \$9,000 Investment

- Guaranteed Sponsor stand. (3m x 1.5m).
- Sponsorship/Sole naming rights to our Exhibition Welcome Reception, to be held on the evening of Wednesday 12th August 2020
- Fascia signage, spotlights, table, chairs, table cloth and all power during exhibition.
- Link from the AHSPPO website to your company website during 2020/21.
- Corporate Membership for company for the 2021 membership year.
- Sponsorship of a Full AHSPPO member to attend conference.
- Full conference registration for 3 company representatives (includes attendance to all AHSPPO official conference sessions and AHSPPO sanctioned social events).
- 1 insert (provided by you) placed in all delegates welcome bags.

Opportunity Four



Silver Sponsorship

EXCLUSIVE \$8,000 Investment

- Guaranteed Sponsor stand allocated from floor plan. (3m x 1.5m).
- Sole naming sponsorship of one delegate gift celebrating the 32nd Conference. Placed in every delegate bag.
- Fascia signage, spotlights, table, chairs, table cloth and all power during exhibition.
- Link from the AHSPo website to your company website during 2020/21.
- Corporate Membership for company for the 2021 membership year.
- Sponsorship of a Full AHSPo member to attend conference.
- Full conference registration for 2 company representatives (includes attendance to all AHSPo official conference sessions and AHSPo sanctioned social events).
- 1 insert (provided by you) placed in all delegates welcome bags.

Opportunity Five

Keynote/Meal Break Sponsorship

\$7,000 Investment

- Guaranteed Sponsor stand. (3m x 1.5m).
- Keynote Speaker will acknowledge the Sponsor and company logo will also be displayed in the programme against the Keynote Speaker.
- Meal breaks will have Sponsor name and/or logo on each refreshment stand per session.
- Fascia signage, spotlights, table, chairs, table cloth and all power during exhibition.
- Link from the AHSP0 website to your company website during 2020/21.
- Corporate Membership for company for the 2021 membership year.
- Sponsorship of a Full AHSP0 member to attend conference.
- Full conference registration for 2 company representatives (includes attendance to all AHSP0 official conference sessions and AHSP0 sanctioned social events).
- 1 insert (provided by you) placed in all delegates welcome bags.

Opportunity Six

Bronze Sponsorship

\$4,000 Investment

- Guaranteed Sponsor stand. (3m x 1.5m).
- Fascia signage, spotlights, table, chairs, table cloth and all power during exhibition.
- Link from the AHSP0 website to your company website during 2020/21.
- Corporate Membership for company for the 2021 membership year.
- Full conference registration for 2 company representatives (includes attendance to all AHSP0 official conference sessions and AHSP0 sanctioned social events).
- 1 insert (provided by you) placed in all delegates welcome bags.

Secret Wine Business

GRAMPIANS ESTATE STAWELL GIFT SHIRAZ 2016



Welcome to my Secret Wine Business article for this edition of the AHSP0 Journal.

WORDS BY PETER LACK

One of the things I love most about my career choice to become a sales person in the Healthcare Industry, apart from all the wonderful people I have met over the journey, is the places my job has taken me. It's an ongoing joke with my children, that the only way I know my way around is if there is a hospital or healthcare facility nearby!

I have always taken this as a compliment and looked upon my travels as a bonus because I've been to so many places that I may not have gone if not for my job!

So, what's this got to do with wine, you may be asking?

Well, the wine I am reviewing today is from one of my recent sales trips, but its story starts a long time ago.

Back in the late 80's and early 90's, Dean Copeland (VHA/CH2) and I were heading up to Wimmera Base to install the SOS Online Ordering System, and on the way went past a new winery, just starting up on the Melbourne side of Great Western. Over the next three decades the winery grew I always kept saying, one day I should stop there. So, after about sixty times going past, in August this year, when on the way back from a Wimmera trip, I did stop.

Having spent the prior evening in Horsham, together with a colleague of mine, we ate at the Capital Horsham Hotel where one of the wines available by the Glass, was the Grampians Estate Stawell Gift Shiraz 2016. Now, those who know me will be asking why didn't I buy the bottle? Well my work colleague didn't want the Shiraz, so I was being responsible. That's not to say I didn't enjoy another two glasses - it was that good!

On the way back we did call in to that winery, and we were so glad we did. The Grampians Estate is a little gem with such a variety of wines to try, and you can enjoy a cheese platter and coffee if wine isn't your thing. Plus, you can stock up a wide range of local produce and gifts.

The added bonus for us was, being late on a Wednesday afternoon, we were lucky enough to meet Sarah Guthrie, who together with Tom Guthrie own the winery and have developed the brand over the past 30 years since the first vines were planted in 1989.

Tom and Sarah Guthrie and their team nurture their Shiraz, Chardonnay and Riesling vines with the goal to produce the best premium wines. They've fast become one of the region's leading boutique wineries with an impressive list of awards, including 30 trophies since 2002.

The Grampians Estate wine label (pictured) is significant for a variety of reasons. It features the classic Australian painting “Land of the Golden Fleece” by Sir Arthur Streeton with Major Mitchell Plateau, the highest part of the Grampians apart from Mount William, overlooking a typical Australian landscape. The Grampians Estate vineyard is located on the north side of the Muirhead Range in front of the Plateau, whilst the painting itself was painted from Yarram Park, a neighbouring property where Sarah Guthrie grew up.

After tasting a few wines and having a great chat to Sarah, who is an ex Healthcare Therapist from the Royal Children’s Hospital, I purchased some of the, Stawell Gift Shiraz 2016 which of course celebrates the famous Stawell Gift – the world’s richest footrace. In the words of the wine maker – “this wine made exclusively from Grampians region shiraz will have you ‘up and about’ and ‘racing’ back for more.” It should be noted that Grampians Estate have been sponsors of the Stawell Gift, ten years, providing wine at the event, as prizes and Sparkling wine on Ladies Day at the fashion parade during the Stawell Gift.

Some more information on this great wine, straight from their tasting notes:

Alc/Vol

14.7%

Variety

100% Grampians Shiraz

Cellaring

5 years

Palate

“Is rich and lingering with soft round tannins with lively succulent fruit. The fruit on the palate is dense and with rich and amazingly balanced with the soft oak and mature tannins. The wine will age for the next 5 years, although is soft enough to enjoy now if the moment grabs you” - and lucky for me it does!

Accompany with

When I first had this wine, it was with a perfectly cooked, eye fillet, the second time was with homemade meatloaf, Sarah suggests the following “At this time of year, I would say a pie at the footy! (it is a sports wine!) I think it’s a great friendly BBQ wine, so any red meat with a great group of friends.” so again, it will go with whatever you enjoy when drinking a Good Red Wine.

Available

I paid \$20 per bottle at the cellar door however you can find this wine at a number of good grog shops, selected restaurants and online, visit the Grampians Estate website for more information.

I would like to give a big thanks to Tom and Sarah Guthrie, for not only making great wine but for all the help and information they gave me in writing this article. Please, do yourself a favour and don’t be like me and take decades, before you stop at Grampians Estate.

And remember, keep the comments coming - the only thing better than drinking wine, is talking about wine!

“GOOD QUAFFING”

PETER LACK

Bring your **ideas** to life!



DESIGN & PRINT MANAGEMENT

WEB DEVELOPMENT

ONLINE ORDERING

STORAGE & LOGISTICS

DIGITAL & OFFSET PRINTING

- Business Cards
 - Letterheads
 - Brochures & Flyers
 - Magazines
 - Hard Cover Books
 - Promotional Gear
 - Presentation Folders
 - Booklets
 - Invoice Books (NCR)
 - Large Format Printing
 - Menus
 - Corflute Signs
 - Price Tickets
 - Packaging
 - Banners
 - A-Frames
 - Pull Up Banners
 - Sticker Printing
 - Decals
 - POS Displays
 - Publishing
 - Branded Attire
- And so much more...**

Filmshot Graphics
1 Argent Place Ringwood Vic 3134
T 9873 5144 F 9873 5966
www.fsg.com.au