

# AHSPO

## Journal



Association of Healthcare Supply and Procurement Officers

June 2022

The AHSPO Journal. The Voice of Procurement.



———— Supply vs Demand ————

## Enticing Younger Workers to Supply Chain and Procurement

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WHAT TRUST IN THE GLOBAL VACCINE SUPPLY CHAIN MEANS FOR US | INDUSTRY SNAPSHOTS  
HOW THE NHS HAS EMBRACED DIGITAL TRANSFORMATION | PRESIDENT'S REPORT | SECRET WINE BUSINESS

Save time and cost  
with advanced  
hygiene technology



## TopLine 20 M2 Bedpan washer-disinfector

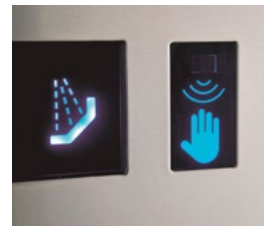
Developed to meet the challenges of hospitals and health care facilities, the new MEIKO TopLine cleaning and disinfection equipment makes work easier, safer and more efficient.



### TOP BENEFITS

#### Minimise risk of contamination with contact-free operation

A new smart assistant system with LOAD DETECTION suggests the correct programme for the care utensils loaded and starts it automatically. The optional automatic door means can be opened and closed with no contact.



#### Save on operating costs with economical use of water and energy

The wash chamber and nozzles have been adapted so as to significantly increase the intensity of the wash. The optimised wash mechanism and rotation monitoring provide even better results. Run more cycles as programme run time are shorter.



#### Get tailor-made solutions and receive professional consultation and technical support

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[www.meiko.com.au/pearl](http://www.meiko.com.au/pearl)

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JUNE 2022



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Total Registered Members: 351  
Full Members: 258  
Corporate Members: 65  
Associates: 5  
Life Members: 13  
Industrial Liaison  
Group Members: 10

## Advertising

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In the spirit of reconciliation, AHSPPO acknowledges the Traditional Custodians of country throughout Australia and their connections to land, sea and community. We pay our respect to their Elders past and present and extend that respect to all Aboriginal and Torres Strait Islander peoples today.

WARNING: Aboriginal and Torres Strait Islander members are warned that the following journal may contain images and voices of deceased persons.

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

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## Secret Wine Business

Peter Lack is back, this edition he reviews a wine from a well-known Bleasdale SA Winery.



# Snapshots

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## Breakthrough research: blood marker found for SIDS risk babies

In an exciting breakthrough, Australian researchers have identified a marker in the blood that could help newborns at risk of Sudden Infant Death Syndrome. In their study, researchers found babies who died of SIDS, had lower levels of an enzyme called butyrylcholinesterase (BChE) shortly after birth.

The study used dried blood spots taken at birth as part of a newborn screening program. The team then compared BChE levels in 26 babies who later died of SIDS, 41 infants who died of other causes, and 655 surviving infants. Cases where enzyme levels were significantly lower when infants died of SIDS suggest these babies were more vulnerable to dysfunction of the autonomic nervous system, which controls unconscious and involuntary functions in the body.

Study leader Dr Carmel Harrington of The Children's Hospital at Westmead in Australia said in a statement - "An apparently healthy baby going to sleep and not waking up is every parent's nightmare and until now there was absolutely no way of knowing which infant would succumb, But that's not the case anymore. We have found the first marker to indicate vulnerability prior to death."



## Snapshots

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### Long COVID clinic opens at Royal Adelaide Hospital and the Queen Elizabeth Hospital

The Central Adelaide Health Service have opened a new Long COVID Clinic specialising in caring for those affected by the long term effects of the virus. Bringing together a diverse skillset, the clinic will offer support across cardiology, respiratory medicine, rheumatology, renal medicine, haematology, neurology, psychology, psychiatry, general medicine, immunology, rehabilitation medicine, and occupational therapy.

In addition to offering clinical care, the Long COVID Clinic will be used as a research tool, with patients being monitored for three years after they first access the clinic.

For locals needing access to the new clinic, General practitioners and specialists can refer patients with suspected Long COVID syndrome when symptoms have not resolved after 12 weeks.

### The Alfred closes it's COVID-19 Screening Clinic

As the nation moves into the new 'COVID normal' stage of the pandemic, screening clinics are progressively being shutdown across the country after more than two intensive years of operation.

In Victoria, The Alfred's drive through screening clinic recently closed, boasting some impressive figures: over 223,000 patients tested, with a total of 8,679 positive cases identified. On their peak day in early 2022 they screened a whopping 818 patients!

According Acting Nursing Manager of the Clinic, Rio Tamayao, the fluctuations proved challenging, yet the team always rose to the challenge. "One day we would have a normal number of patients and then suddenly there would be a huge increase. At short notice we would need to source additional staff and extend hours to accommodate, and the team fulfilled our requests."

Well done and thank you, to all who worked in screening clinics across Australia.

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### Damning new report finds plastic in the supply chain still a major issue

A recent survey out of the USA revealed that up to 30% of the worlds largest producers of plastic do not have sustainability goals in place.

The global collaboration platform Ubuntu analysed the packaging goals of 176 companies across 17 industries. The report, Plastic Promises, combined data from corporate sustainability reports, news articles, annual reports, non-governmental organizations and press releases. Of the 95 companies identified as high users of plastics, 30 had no reported plastic sustainability goals at all.

The least amount of progress toward reducing plastic packaging waste, according to the report, was in collection and recovery. "Few have goals to collect as much or more than they put out to the world," says Hayley Randolph of Ubuntu.

The report, in it's first edition, acknowledges many companies are in the early stages of their sustainability journey and will turn the focus on which organisations have made progress in future reports.

# Snapshots

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## **Gartner report finds procurement leaders focusing on foundational tech investments**

Analyst firm Gartner has revealed the technology priorities of procurement professionals in its latest report. It revealed that organisations are focused on setting solid foundations before moving onto game changing tools.

According to Gartner, the latest technology reliance is in spend analysis and procure-to-pay technology - with 69% of professionals using the technology already. Interestingly, the report states that procurement functions are less concerned about ground breaking technology, and more focused on core tools that ease pressure on core day-to-day work.

Growth is expected in the analysis and performance space with over 50% of companies exploring or piloting supplier risk management, and performance management technologies. Further underlining the state of procurements technological evolution - artificial intelligence tools are of little concern, with just 8% of companies actively using the technology.

# President's Report

WELCOME TO THE JUNE 2022 JOURNAL

It feels like an age since we last spoke. Our last Journal was just over 12 months ago now.  
But, it's great to be back.

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ALDO SANTO  
PRESIDENT

While our healthcare sector remains under pressure, the world is gradually returning to a state of COVID-normal - which means new challenges for our profession.

This edition of the AHSP0 Journal takes a look into one of the emerging issues of our profession - attracting and retaining talent. In a world where remote working has changed the game, and the next generation of workers are more socially conscious than ever, our great challenge is keeping pace with the market and not missing out on talent.

When it comes to challenges, the theme of Conference 2022 will be 'procurement during a pandemic: lessons learned.' No industry has escaped unscathed over the past 24 months, and I for one can't wait until August when we meet at our long, long awaited Conference to hear what you've all learned.

Until then, as always, look after yourselves and each other.



**ALDO SANTO**  
PRESIDENT

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# What the Deloitte report on Securing trust in the global supply chain of vaccines means for Australian Healthcare.

WORDS BY CATHERINE KOETZ, INDUSTRY MANAGER - GS1 AUSTRALIA



It is now over two years since the COVID pandemic erupted and there is still no reliable, transparent way to verify where vaccines are in many countries, where they came from, and whether the supply is meeting demand. This problem could also be said to exist across much of healthcare and the products that are needed to make it work efficiently and safely. Certainly, the message around procuring enough (but not too much) quality products from validated sources and maintaining surety within the supply chain resonates locally.

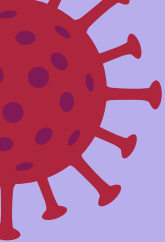
Is there a single silver bullet to the issue? The short answer is no, however, the new Deloitte report “Securing trust in the global supply chain of COVID-19 vaccines”, calls for international healthcare organisations to promote global standards, to ensure citizens around the world have a speedy, equal, and

secure access to COVID-19 vaccines. This message can also be expanded to the broader healthcare product supply chain.

This latest report is a reflection of the progress made since its publishing in 2020. Learnings about the complexity of the four critical success factors for organisations and governments to secure public trust. There has been progress on all these fronts, although it has been uneven.

Now the world is focussing on safety and traceability throughout the supply chain. The report discusses the greater need for a global standard of serialisation at manufacturing to ensure authenticity, safe storage, delivery and administration worldwide. This recommendation is widely supported but for Australia, consideration certainly needs to be given to





the technology and process gaps that exist within the system and the provider community.

Working in collaboration with GS1, it was determined that implementing global standards would rectify these issues and ensure product integrity and trust in the global supply chain of vaccines.

Requiring serialisation of vaccines would allow for more efficient and accurate traceability of vaccine administration and help fight fake and counterfeit vaccines. Some of the core lessons from this, if we extrapolate more broadly, are that these changes would make it easier to identify bottlenecks and recognise where products are being wasted. In a health system that struggles to have sufficient funding to meet increasing needs, efficiency gains, business intelligence and reductions in unnecessary waste can only be positive.

More than 75 countries are requiring or accepting the GS1 DataMatrix, a 2D barcode recommended by healthcare stakeholders that includes critical data such as expiration dates and lot numbers, helping reduce errors and enabling traceability of medical products. Australia is one of the countries that has adopted this simple technology and the utilisation of standards-based identification within our regulations. We also have some centres of excellence for the implementation of other global identification to help support our supply chains, improved visibility and clinical interactions.

The learnings throughout the COVID pandemic can be crucial to better prepare the world for future health crises – and this is certainly true for Australian Healthcare where supply chains struggled to keep pace and gaps in processes and technology were highlighted.

The final message from Deloitte is that it is essential that all stakeholders in the supply chain implement global standards to ensure trusted healthcare delivery during the COVID pandemic and beyond. This is certainly a point for our health system to consider as we push into the future.

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Requiring serialisation of vaccines would allow for more efficient and accurate traceability of vaccine administration and help fight fake and counterfeit vaccines.

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To read the Deloitte Report, scan the QR code

FEATURE

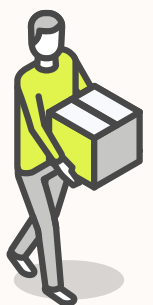


# ENTICING YOUNGER WORKERS TO SUPPLY CHAIN AND PROCUREMENT.

WORDS BY RICKY MUTSAERS

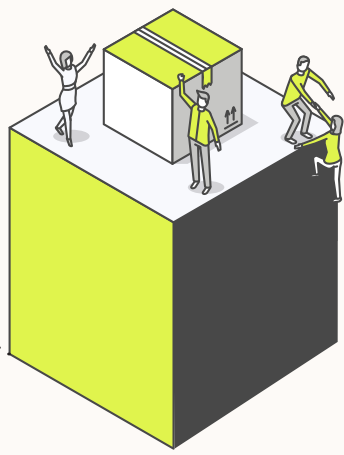
As the peak body for the Healthcare supply chain profession, one of the increasingly urgent topics of discussion emerging (among many) is how to attract and retain young talent to the industry.

The war on talent exists across every industry of course, however Supply chain has its own nuances defining how we move forward as an industry. Talent attraction has always been a challenge - so why are we talking about it now?



# DEMAND





Firstly, the age profile of supply chain and procurement professionals is changing. According to DHL Germany, 'supply chain managers are retiring faster than they can be replaced'<sup>(1)</sup>. Around 25 to 33% of professionals are nearing retirement age. Alarming? That's before you consider this was in 2015. The intervening seven years have exacerbated the issue.

Secondly, in light of this ticking talent time bomb. It's important to look at the traditional perception of the supply chain and procurement industry.

Picture this:

*The supply chain manager of decades past. Male, in his mid 40's who works his way up from the Warehouse floor, follows an age-old process to the letter, and leaves at 5pm each day.*

Now, clearly this is an exaggerated persona, however the truth lies in the fact this is how young talent or university graduates view 'old' professions such as these. It's our job to change that. But how?

This article explores the key tactics the healthcare supply chain and procurement profession should consider in attracting the next generation of talent.

## THE IMPORTANCE OF SOCIETAL IMPACT

A timely topic, one that's never been more important. If the COVID-19 pandemic has taught us anything, it's the incredible work our healthcare workers do, and that very little functions without a robust supply chain. Not only this, but the supply chain is absolutely critical to a functioning healthy society.

What makes this so important is that young professionals increasingly consider the societal impact of prospective professions and employers. In fact, according to a 2021 MMH report, 58% of young professionals surveyed confirmed they pursued a career in supply chain management due to positive societal impacts<sup>(2)</sup>. This isn't a flash in the pan, just 10% responded this way in 2017.

So, what can we do to shift perceptions? While we're proud of what our profession brings to the table, we need to stand up and noticed. The supply chain function is traditionally the silent hero - when procurement is done well, we don't hear much. But, organisations should look at bringing this function out into the spotlight. Afterall, behind every great healthcare professional is a strong procurement and supply team!

It doesn't need to be shouting from the rooftops. It can begin internally with strong executive support and recognition on internal channels. And, when it's appropriate good news should be shared externally - organisations like AHSPO offer a useful voice for good news, as do professional social media channels like LinkedIn. Or, if you're lucky, the opportunity to speak at industry events through suppliers and partners can offer a good platform. We can recommend one. Lastly, don't discount industry awards, while they're a little self indulgent, prospective employees will be doing their research on you - and industry recognition certainly helps with positioning your organisation as an employer of choice.





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## AROUND 25 TO 33% OF PROFESSIONALS ARE NEARING RETIREMENT AGE. ALARMING? THAT'S BEFORE YOU CONSIDER THIS WAS IN 2015. THE INTERVENING SEVEN YEARS HAVE EXACERBATED THE ISSUE.

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### NEW SKILLSETS NEEDED

As one of the world's oldest professions, supply chain and procurement carries with it the baggage of outdated perceptions. Consider this - for a young person completing highschool, or attending university, would the old world view of the supply chain profession - purchase orders, spreadsheets, warehouses, phone calls, contracts and negotiations actually appeal?

If you're reading this, then you'll know this is an antiquated view of our skills. In fact, things have evolved rapidly over the past decade or more, and only accelerated since 2020.

Now, going back to our hypothetical - the modern supply chain and procurement manager needs to know how to communicate with stakeholders and vendors, be able to interpret critical data for decision making, negotiate, and ultimately understand the science of supply and demand in a fast paced, transparent environment.

That sounds like a more enticing career option.

But, it's not only a perception issue. It's a technical skill issue as well. According to U.S Logistics Consultant Riverlogic, 57% of companies surveyed expected to invest over \$1M USD in supply chain technology over the next

two years, with a third of these respondents indicating they would significantly exceed this spend<sup>(3)</sup>.

Great, what does this mean?

It means there's a significant opportunity for young talent with skills beyond traditional supply chain abilities to enter our profession and have a big impact. Data scientists, software developers, IT managers, project managers will all have the opportunity to contribute positively to supply chain outcomes and driving our industry forward.





# THE WINDOW INTO AN ORGANISATIONS MACHINE ARE MORE OPEN THAN EVER, WITH THE LIKES OF GLASSDOOR AND LINKEDIN OFFERING INSIGHTS INTO THE INNER WORKING OF BUSINESSES.

## CREATE A POSITIVE BRAND IDENTITY

This one might be left-field, however it's an increasingly important consideration for talent when considering if an employer is the right fit for them. Over the next few years, millennials will be the dominant demographic in the workforce, and for a generation who have experienced a recession, global pandemic and growing wage inequality - finding fulfillment beyond the paycheck has never been more important.

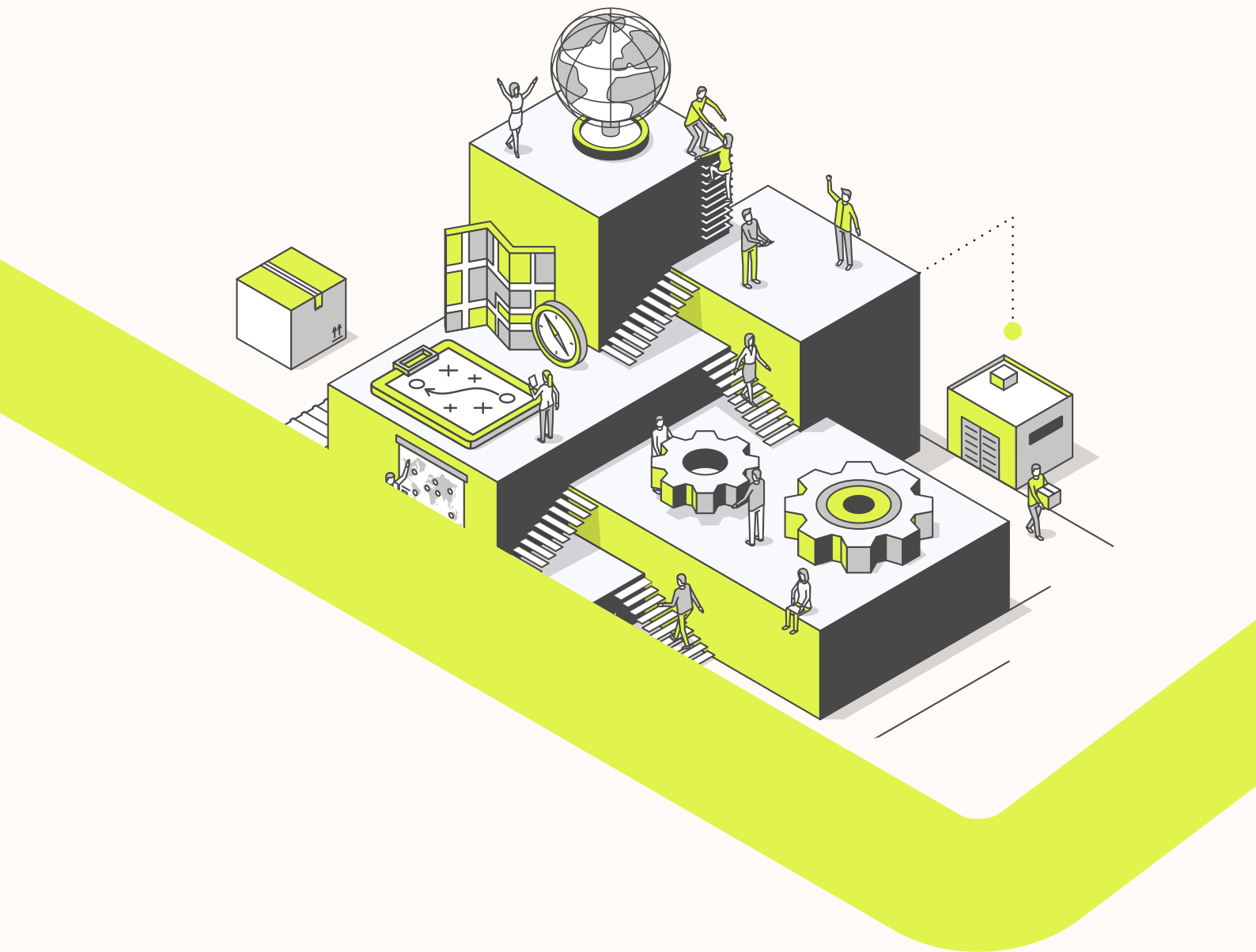
What part does brand have to play in this? For hiring organisations, creating a positive brand should focus on two outcomes.

Firstly, a strong external brand which shows the values of the organisation are important to demonstrate corporate values and culture align to a prospective candidates own. We're all human, in 2022 we go to work to make a difference in some small way, especially in the healthcare sector. Healthcare organisations which have a strong brand story and values are one step ahead in the war for talent.

Secondly, a brand is more than just a corporate identity. A brand presents itself internally as well. The window into an organisations machine are more open than ever, with the likes of Glassdoor and LinkedIn offering insights into the

inner workings of businesses. For Business Units or departments, this brand is reflected in the way they work, treat, and reward each other.

Procurement departments would do well to foster and enshrine a functional and inclusive workplace culture. Not only does it bring out the best in your people, it can make your business a destination of choice for the next generation of socially conscious professionals.



## CONCLUSION

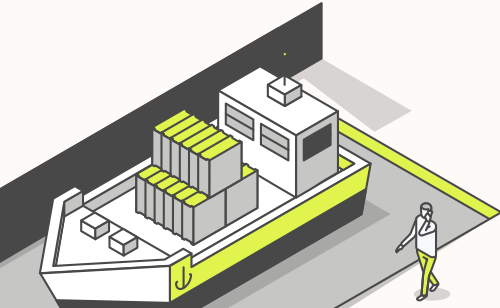
The Supply chain and procurement profession has formed the backbone of so many industries, yet been the silent partner for decades if not hundreds of years. In a new high-stakes world with increased pressure and transparency on everything we do, we have a real opportunity to reposition the value we bring and the benefits to working in the industry.

As we've explored, addressing the combination of social awareness, the diversity of skills needed, and promoting a positive working environment can enable procurement organisations and departments to attract bright young talent. It may seem daunting, but looking at the challenge from these perspectives will enable you to focus effort in the right places, piece by piece, to make your organisation more enticing to work at than your competitors.

### REFERENCES

- (1) DHL Germany, 2015
- (2) Modern Materials Handling, 2021
- (3) Riverlogic, 2022

OTHER:  
The American Journal of Transportation  
Legacysupplychain.com  
Theloadstar.com



# Social Pages

AHSPOTIMEWARP!

It's vintage AHSPOTIME! We hope these happy snaps bring back some fond memories!







# How the NHS has Embraced Digital Transformation



James Balmain, CEO Induction Healthcare Group, shares recent experience with the NHS and the opportunity ahead for digital transformation in healthcare

Booking a restaurant table or managing banking on-line is second nature to most of us now. Why not managing your hospital appointments? Frankly, healthcare has been a laggard in the digital transformation trajectory.

The pandemic, however, has been a catalyst for change within the NHS. An emergency turbo-charged the adoption of digital solutions, stimulated demand for a flexible approach to care delivery and created momentum to address pressure points in global healthcare provision.

Over the last few years Induction has been on a journey to scale at pace with our NHS partners. Digital will never replace face-to-face care, but seamless integration of digital options can transform patient pathways, drive efficiencies and improve the patient experience. There is much to learn from, and potential to optimise, as we bring solutions to markets like Australia.

## The pandemic normalised use of remote

One of the biggest shifts that took place during the pandemic was the increase in video consultations. In early 2020, following successful implementation in Scotland, NHS England centrally contracted our Induction Attend Anywhere remote consultation solution. The roll-out of Attend Anywhere, under lockdown conditions, was one of the fastest of a single technology in NHS history, providing safe access to care for often vulnerable patients.

Key to success is our scalable system, developed specifically for healthcare. Attend Anywhere is fully configurable to the hospital environment and designed to mirror existing clinical workflows. The one-click clinic solution provides patients and care teams with a familiar, easy-to-use service.

Confidentiality and security underpin every touchpoint and no patient data is saved.

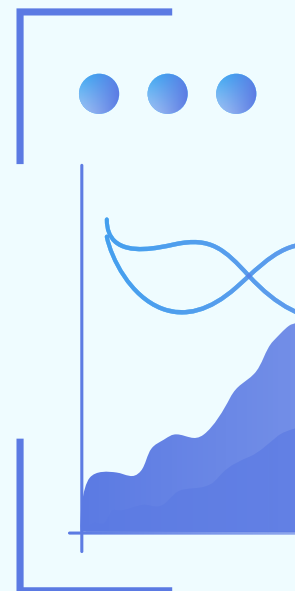
Importantly we have seen uptake across specialisms, even where there was some initial scepticism. Ophthalmology, for example, has embraced the technology and there some committed clinicians who are really driving future innovative uses.

We were proud to recently win the HSJ Patient Safety Award with Moorfields Eye Hospital, recognising both national impact and focus on patient care. Moorfields implemented a fully operational virtual A&E service just three days after lockdown. To date over 45,000 video consultations have taken place and a study published in the peer-reviewed journal, eClinicalMedicine, found the service delivers patient safety levels comparable to an in-person triage. Offering a remote option has given patients, often older with restricted mobility, ease of access to world leading specialists and is now an integral part of their A&E service.

A more flexible model means patients can now organise consultations around their personal schedules and speak to clinicians without always having to travel, saving time and money. It has also delivered substantial environmental benefits. The Edge Health report found that remote consultations from April 2020-March 2021 saved the UK 13,212 tonnes of greenhouse gas emissions and saved 10,000,000 items of single use personal protective equipment being used.







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The future is a world where bookings are fully automated, patients can choose between in person or remote options, with real-time access to records and support to help manage their condition.

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## The future is patient engagement

With over 6.5 million on the waitlist for elective care, there is a huge task ahead to reduce the UK's elective backlog. We believe empowering patients to manage their own care presents an opportunity to drive more efficient pathways, improve satisfaction levels and free system capacity.

Adoption of our end-to-end engagement portal, Induction Zesty, is proving this and already making an impact across the UK. Through deep integration with Patient Administration Systems and Electronic Health Records we can engage patients throughout their journey. And by leveraging functions like digital questionnaires, we can support virtual pre-op assessments and risk stratification, reducing care team administration, all with active patient participation.

The results are tangible and immediate. For example, there is a big opportunity to improve hospital slot utilisation by reducing DNAs (Did Not Attends). UK experience shows that patients who manage their bookings digitally are more likely to attend. Hospitals using our Induction Zesty portal report an average 30% reduction and one partner, Milton Keynes University Hospital, has reduced DNAs by an impressive 50%. In fact, we estimate that the reduction in DNAs across all Trusts using Zesty has saved the NHS an estimated £7 million in the past 12 months.

Looking ahead there is an even bigger opportunity to reduce unnecessary outpatient appointments. UK data indicates that as many as 50% of follow up appointments are not required. With rigorous protocols in place led by care teams, patients using

Induction Zesty will be able to book follow ups when they feel they are needed, instead of being allocated an appointment out of routine.

The future is a world where bookings are fully automated, patients can choose between in person or remote options, with real-time access to records and support to help manage their condition. By integrating our Zesty portal with Attend Anywhere, together with tools like Guidance, our patient information app, we're creating a platform which sits above the PAS and EPR to make this patient-engagement vision a reality.

Importantly, we want to deliver revolution with minimal disruption. We believe in supporting existing clinical workflows and enhancing systems already in place. This informs a design philosophy which is driven by a commitment to interoperability and integration.

We are at the start of a transformation which is set to snowball over the next few years. Having seen some of the success in the UK to date, I'm excited by the potential apply learnings and customise solutions globally.

Induction healthcare is soon to be launching in Australia and please feel free to contact us at [contact@inductionhealthcare.com](mailto:contact@inductionhealthcare.com) if you have enquiries about our product suite, or alternatively visit our website at [inductionhealthcare.com](http://inductionhealthcare.com)



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# Join the AHSPPO LinkedIn Community

“Bringing together passionate minds to discuss and debate topics dear to all our hearts is brilliant for us as individuals in procurement and for the profession as a whole.”

**ALDO SANTO, PRESIDENT**

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[linkedin.com/company/ahspo](https://www.linkedin.com/company/ahspo)



Follow us to  
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32ND ANNUAL CONFERENCE

PROCUREMENT DURING A PANDEMIC. LESSONS LEARNED.

C O  
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C E

MANTRA, LORNE | 17 - 19 AUGUST, 2022

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CONFERENCE PROGRAMME

WELCOME TO THE

# 32ND ANNUAL CONFERENCE

When we postponed the 2021 edition, we were hopeful of reconnecting with each other. Well, how things change, yet stay the same! Despite the pandemic entering its third year, I'm proud to say our profession has endured, and so has the Annual AHSP0 conference!

The theme for this conference is Procurement During a Pandemic: Lessons Learned, which is very apt since we've canceled the event two years running. As a profession, we've seen huge amounts of change, and never before seen challenge, so it's a relevant topic to focus the event on.

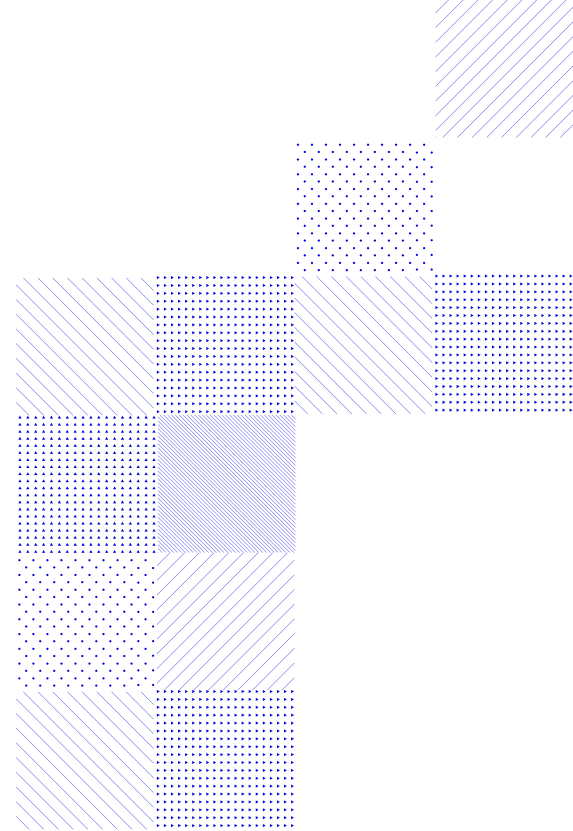
From supply chain security, to social procurement and sustainability - this year's conference will go all-in on discussing what we've learned, and how we've adapted as an industry to rapidly changing scenarios, demands and pressures.

After a turbulent two years, I'm looking forward to seeing you all again. In a year where health services have been stretched to breaking point, and our procurement and supply teams have done us all proud, there's much to learn from each other.



**Aldo Santo**

President  
AHSP0 Incorporated



WEDNESDAY 17 AUGUST

# SESSION ONE

**2:00pm – 5:30pm**

Delegate and Corporate Registration

**6:00pm – 6:25pm**

**Welcome Reception**

President of AHSPQ, Aldo Santo and Local Politician

**6:25pm – 6:30pm**

**Diamond Sponsor Address**

Short Address from our Diamond Sponsor, **Cardinal Health**



**6:30pm – 9:00pm**

**Exhibition Reception & Exhibition Opens**

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



**9:00pm**

Close of Exhibition and Day 1 program





2022 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 in 2019.

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 Conference 2022.

THURSDAY 18 AUGUST

# SESSION ONE

6.00am – 8:00am

Breakfast in the dining room for all in-house guests

8:00am – 8:20am

**Welcome**

President of AHSP0, Aldo Santo

8:20am – 8:30am

**Platinum Sponsor Address**

Short address by our Platinum Sponsor, **Coregas**



8:30am – 8:40am

**2022 Conference Opening**

Opening Address delivered by one of our Life Members

THURSDAY 18 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**

Proudly Supported by **Diversey**



THURSDAY 18 AUGUST

# SESSION THREE

10:45am – 11:20am

**Brett Henderson and Mike Sewell –**

**Entrepreneurs Success Stories**

AusIndustry – Entrepreneurs' Programme

11:20am – 12:00pm

**How the Vaccine was Delivered**

DHL

**Followed by**

Suppliers Magic Minute presentations

12:15pm – 1:00pm

**Break out – Lunch**

Proudly supported by **EBOS Healthcare**



KEYNOTE SPEAKER



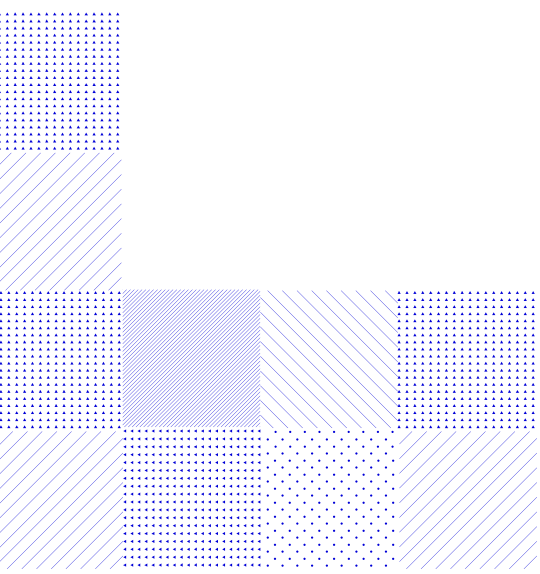
# DR. SALLY COCKBURN

THURSDAY, SESSION TWO,  
8:40 AM

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 18 AUGUST

# SESSION FOUR

1:00pm – 2:00pm

**Tracey Duffy –  
TGA and Recalls**  
Therapeutic Goods Administration

2:00pm – 3:00pm

**Bernadine McNamara –  
The Pandemic & The Law**  
General Counsel, Barwon Health

Followed by

Suppliers Magic Minute presentations

3:15pm – 3:45pm

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



3:45pm – 4:30pm

**AHSPO Historical Retrospective**  
A presentation of AHSPO from the past until now, including special guest **Peter Lack** 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, 3:45 PM

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 nineteenth

year in 2021, 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 20 years' experience in Australia and internationally. This is her third consecutive AHSPQ Conference as our M.C.



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







THURSDAY NIGHT GALA DINNER

LET'S  
ROCK  
LIKE  
QUEEN!

PRESENTED BY OUR  
PLATINUM SPONSOR COREGAS

coregas 



**\$5 OR MORE ENTRANCE FEE DONATION. MONIES COLLECTED WILL BE DONATED TO THE LAZARUS COMMUNITY CENTRE GEELONG.**

We all need somebody to love, or in our case, an association to love! Join us at Gala Night 2022, 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.**



**OUR CHARITY FOR 2022  
LAZARUS COMMUNITY CENTRE**

The Lazarus Centre is a place for people to feel safe and welcome. Somewhere where they can take a shower, wash and dry their clothes, have a light lunch, participate in activities, meet with volunteers and receive support from specialist homelessness staff.



FRIDAY 19 AUGUST

# SESSION ONE

**6:00am – 9:00am** Breakfast in the dining room for all in-house guests

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**9:00am – 9:30am** **Local Charity Speaker**  
Lazarus Community Centre Geelong



**9:30am – 10:30am** **Michele Lewis –**  
**How to Run Successful Aged Care Facilities During a Pandemic**  
Mecwacare

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**Followed by** Suppliers Magic Minute presentations

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FRIDAY 19 AUGUST

# SESSION TWO

**11:00am – 12:00pm** **Closing Keynote Speaker**  
**Kevin Sheedy AO –**  
**Australian Icon**  
Proudly supported by **ICU Medical**



**12:00pm – 12:20pm** **Closing Address**  
President of AHSPO, Aldo Santo

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**12:20pm – 1:00pm** **Lunch “On the Go”**  
If you need a packed lunch, please make sure you have booked at the Conference Registration.

CLOSING KEYNOTE SPEAKER



# KEVIN SHEEDY AO

FRIDAY, SESSION TWO, 11:15AM

A four-time AFL premiership coach and Australian Football Hall of Fame member, Kevin Sheedy is an icon who transcends sport. While no one is bigger than the game, he is as big as it gets and a master storyteller to boot. As a player and coach over five decades his record is unsurpassed and the ANZAC day games and Dreamtime at the G are both outcomes of his passion and commitment to the game and our culture. Kevin is challenging, opinionated and always interesting, and few speakers are able to motivate like he can.

Proudly supported by  
**ICU Medical**



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Meal Break Sponsors



Keynote Sponsors



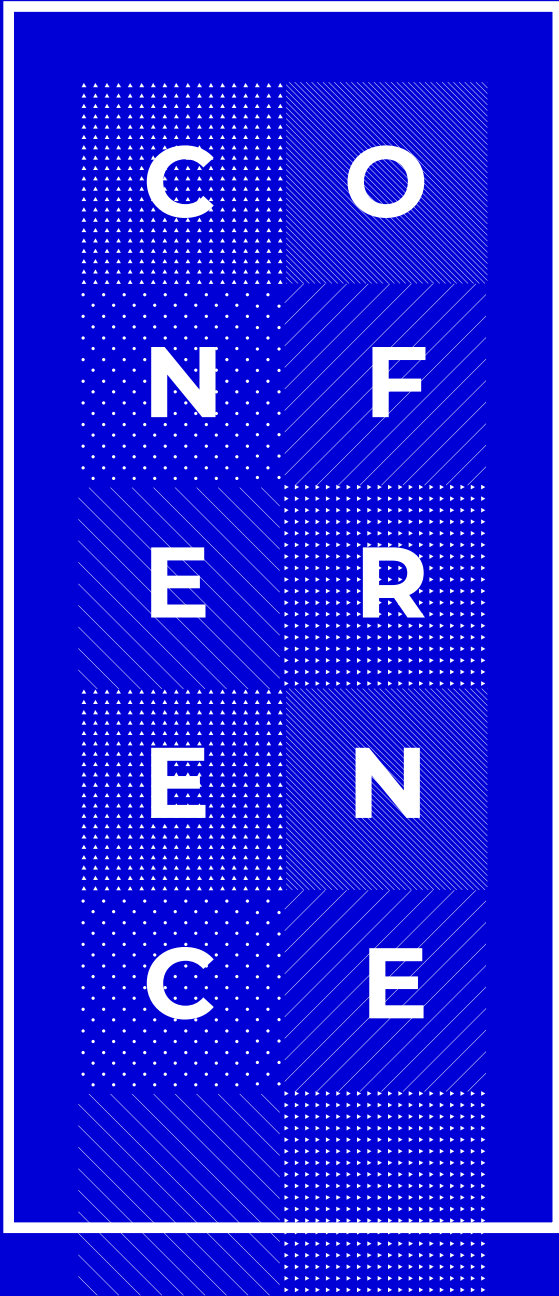
Bronze Sponsors







32ND ANNUAL CONFERENCE



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## REGISTRATIONS NOW OPEN

Once you have completed your registration, an email acknowledgement will be sent from Eventbrite to yourself and AHSP0.

**Note: When registering electronically, no payment is required at that time.**

**Visit: <https://bit.ly/3qNQfrX>  
Password: AHSP02022**

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### **I REGISTERED FOR LAST YEAR. WHAT HAPPENS?**

You will have received an email from Eventbrite confirming that you have been registered for the 2022 Conference. If you have not received a notification, please check your junk mail and then contact [email@ahspo.com.au](mailto:email@ahspo.com.au) for further information.

# Secret Wine Business



Welcome to my Secret Wine Business article for this edition of the AHSP Journal, in which I am reviewing a wine from the well-known Bleasdale Winery, in Langhorne Creek in South Australia.

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WORDS BY PETER LACK

Also, in line with the AHSP Probitry policy I am declaring my interests in this winery, as they are a major Sponsor for the Melbourne Football Club, where my son is the Head of Partnerships and Fundraising.

As most of the readers of the journal know, I am a lifelong, very passionate Dees Member, who fully enjoyed the premiership win last year, as shown in this picture with my son Orry and I enjoying a glass of Bleasdale Premiership Shiraz with the Cup.

Though I would love to talk about Melbourne's first Premiership in 57 years, my article is about reviewing one of Bleasdale's Flagship Range Wines, the 2019 Frank Potts Cabernet Blend.

This wine is one of the more interesting Cabernet Blends I have tasted, as it is Cabernet Sauvignon (69%), Malbec (17%), Merlot (8%) and Petit Verdot (6%).

Let's talk about the wine, and this is from the wine makers Tasting Notes:

## **THE 2019 VINTAGE & TASTING:**

This wine is layered and complex with red berry and darker fruit aromas. These characters continue onto

the palate, with fruit layers supported by fine oak tannin and lively berry persistence. It is normal for some sediment to form; decanting one - two hours prior to drinking is recommended. Very enjoyable now but will cellar for 10-20 years.

## **THE VINEYARD:**

Frank Potts was not a man given to procrastination. He simply rolled up his sleeves and got the job done. At age nine, Frank joined the British Royal Navy, and by the time he arrived in South Australia in 1836, he had sailed the globe.

After purchasing land on the Bremer River, Frank himself cleared it of red gums, planted vineyards, and then used the timber to build his winery. Six generations on, it is his work ethic and enduring legacy that drives everyone at Bleasdale.

## **THE WINEMAKING**

The fruit was harvested from 9th March - 21st March 2019, from their Langhorne Creek vineyard in South Australia from individual blocks which are de-stemmed (Malbec and Petit Verdot de-stemmed only) and crushed into open fermenters. Pumped over

up to four-times daily during peak fermentation. Drained and pressed at or about dryness (varietal dependent) after 9 to 12 days on the skins.

The wine is then settled for 24 hours, before racking to oak for Malolactic fermentation (MLF). MLF is secondary bacterial fermentation carried out in most red wines.

#### ACCOMPANY

When looking to pair this wine with food, think cold winters night, slow roasted Lamb Shoulder and all the trimmings, then you will really enjoy this wine and its complex structure. Or whatever you would normally eat with a Cabernet Sauvignon.

#### AVAILABILITY

At the cellar door, online from the Bleasdale Wines, [www.bleasdale.com.au](http://www.bleasdale.com.au) also from most good wine outlets including Dan Murphy's.

#### COST

Approx \$30-\$35/bottle or \$26-\$27 in 1/2Doz and Dozen lots.

So, if you would like to try a very nice wine that will be enjoyed by all, and help support a worthy Melbourne Football Club Sponsor, enjoy a Frank Potts!

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

#### "GOOD QUAFFING"

#### PETER LACK

Life Member & ILG Advisor

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# Who Am I?

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English born and raised, I now call Australia home.

Nursing has taken me to many interesting places both overseas and here in Australia. Critical Care lead me to Rural and Remote Nursing, and onto a stint with the medevac service, Airmed - WOW such experiences! But, a girl can't do this type of nursing for ever - it's exhausting. So, having never looked after a patient that was awake, I deviated to Peri-op nursing, which saw me spend many happy years at Melbourne's Alfred and Monash Theatres.

Then, I woke up one day and decided I needed a new adventure. This led me to a total change in vocation crossing over to 'the dark side', spending eight years with an Australian company specialising procedure packs and medical consumables manufacturing. From here I was introduced to AHSPO and have been fortunate enough to take out last place in the fancy dress event at our last conference [woof woof].

But, driving for work ruined my love of weekends away and exploring, so not one to mess around I made

another change! My current role blends my clinical and commercial experience in a regional location where I'm having a "whale" of a time.

Strong, fiercely independent, imaginative, I have the ability to think outside the square whilst running backwards with my knickers on fire! Some call me blunt, and yes I am brutally honest but I won't change to please anyone, especially those that are dishonest or take advantage of others. Big hearted, I'll be there with you through every battle.

I have a love of dogs, and most recently chickens, and cherish the simple things in life: walking, camping, gin, wasting a tank of fuel exploring and photography, especially if it involves a little glass orb.

So who am I?

**ANSWER WILL BE REVEALED IN THE NEXT EDITION OF THE JOURNAL**



# Where thoughtful content meets considered design.

We help brands communicate by bringing together insightful strategy, thoughtful content and beautiful design.

That's nice.

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

**Lekker – The Nice Agency.**



# FSG

PRINTING & 3PL SERVICES

## 3PL SOLUTIONS

From **bulk and palletised storage** through to contract **packing and transportation**, FSG deliver tailor-made, flexible and innovative **third-party logistics, storage and e-commerce services** that seamlessly integrate with a comprehensive range of printing, graphic design and marketing capabilities. We can organise all stages of the online shopping experience, from **website design through to domain name registration, hosting and order fulfillment and dispatch**.

Inventory is managed through our **Warehouse Management System** and reports are available to track stock movement and sales.

## DIGITAL & OFFSET + WIDE-FORMAT PRINTING

FSG has a wide range of **digital and offset presses** and **wide-format printers** and we are well equipped to handle a broad range of work, from single colour to sophisticated multi-colour requirements with embellishments, to make your job look great. Our printing equipment is complemented by a comprehensive **in-house bindery and finishing department**, allowing us to be a **complete one-stop-shop**.

## ON-LINE PRINT MANAGEMENT + WAREHOUSE MANAGEMENT

Our system allows you to order products and manage inventory through **custom made eStore portals**, tailor-made for your company using its **corporate branding**, showcasing products with all necessary information and prices.

Our Software Development, Programming, Web Design and Graphic Design is handled in house, so we can design, build and **manage your entire online presence**, and integrate this with product warehousing, printing and distribution.

Our Warehouse Management System collects orders from the most popular shopping cart systems including Shopify, Magento and WooCommerce. **We can manage returns and reverse logistics** to ensure customer satisfaction.

## GRAPHIC DESIGN

FSG operates a **full in-house graphic design studio**. Our experienced graphic design team understands the importance of brand recognition and consistency in communications. We work with you in finding **creative strategies** that allow you to stand out from your marketplace and effectively communicate your message.

## DIRECT MAIL & DISTRIBUTION

Direct Mail can still be one of the most cost-effective and efficient ways to **communicate with your audience**, and expand your business' opportunities. Rather than crossing your fingers and hoping that your audience will find your message, Direct Mail literally finds them by landing on their doorstep.

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