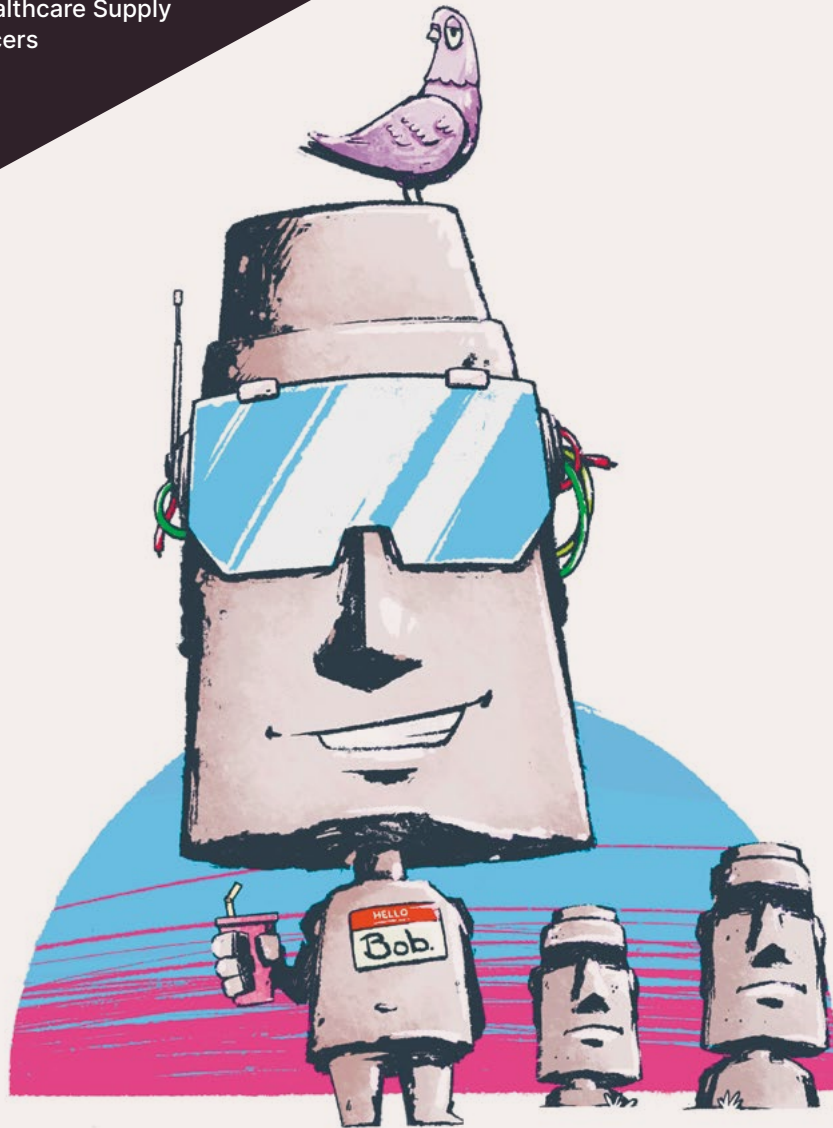


# //AHSPPO Journal

Includes Conference  
2025 Programme

June 2025

The Association of Healthcare Supply  
and Procurement Officers



THE FUTURE OF PROCUREMENT

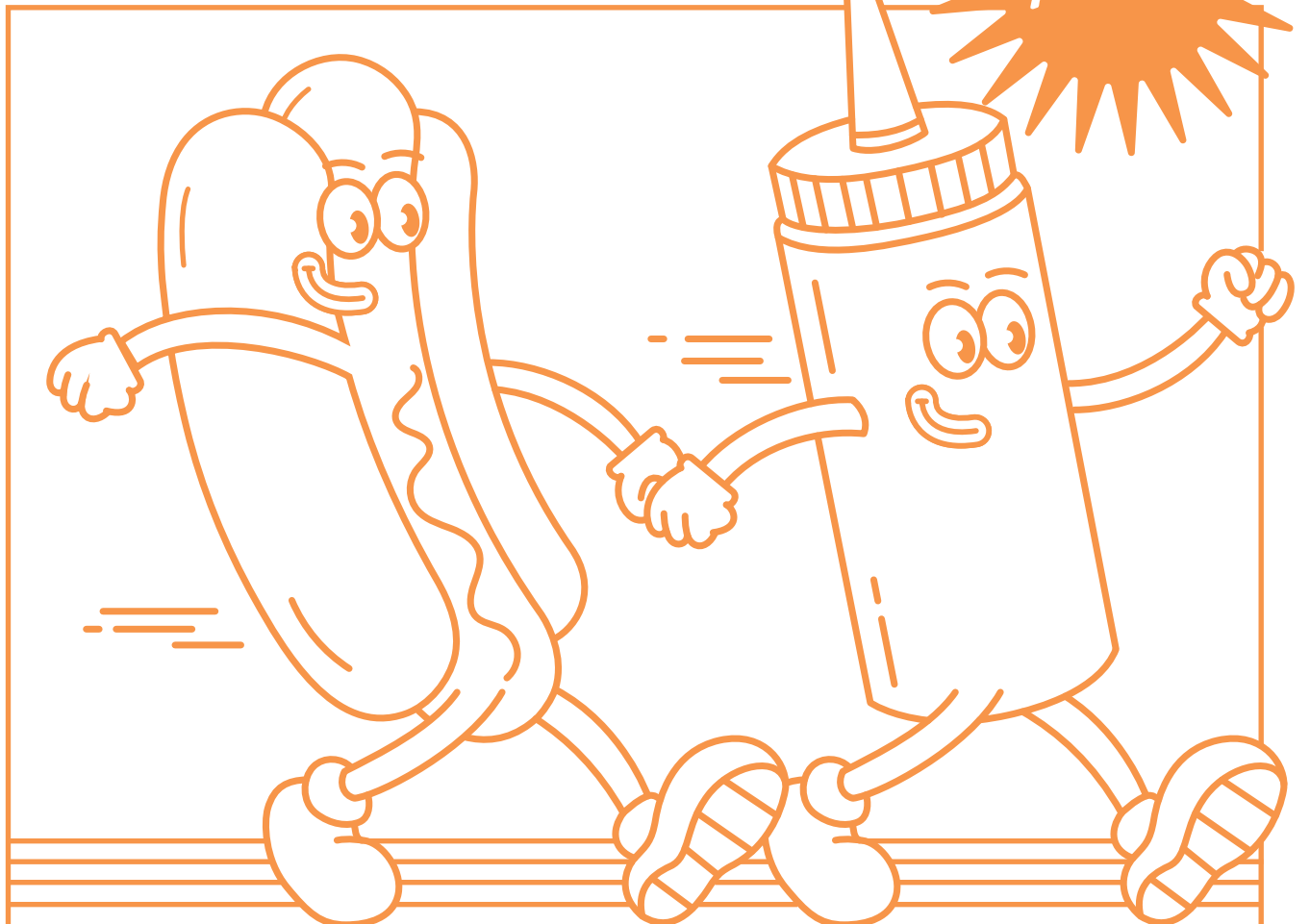
## From AI to Flexible Contracts: The Seven Trends Driving Change in Procurement

IN THIS ISSUE

Industry Snapshots | President's Report | De-risking The Supply Chain | 35th Annual Conference Programme  
Honouring Our Legacy, Embracing Our Future | Looking back on 2024 Conference | Secret Wine Business

LEKKER

# Friends for keeps



Lekker - The Nice Agency.

[thelekkeragency.com.au](http://thelekkeragency.com.au)

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

That's nice.

# Contents

June 2025

## //AHSP0

### Membership Report

Total Registered Members: **550**  
Full Members: **394**  
Corporate Members: **129**  
Associates: **5**  
Life Members: **15**  
Industrial Liaison  
Group Members: **7**

### Advertising

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

Aldo Santo  
President  
0409 299 413

Editor: Aldo Santo  
aldo02@bigpond.com

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

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

Who am I answer:  
Dietmar Hopp

**LEKKER**  
The Nice Agency.

A Lekker  
publication  
for AHSP0

P.2



### Snapshots

Updates from in and  
around our Industry.

P.4



### President's Report

Aldo Santo shares the 2025  
Conference theme and exciting  
changes for the AHSP0 brand.

P.5



### De-risking The Supply Chain

Businesses are de-risking supply  
chains due to global uncertainties  
and over-reliance on single  
suppliers.

P.6



### Honouring Our Legacy, Embracing Our Future

As AHSP0 grows and changes,  
so must our brand! Introducing  
our shiny new brand and website  
rolled out by The Lekker Agency.

P.11



### Feature: From AI to Flexible Contracts

The top seven trends that have  
driven change in procurement and  
will continue to have an impact  
this year.

P.17



### 35th Annual Conference Programme

"Leading the way in times of  
change" – this years focus is on  
the structural shifts occurring  
across Australia and how  
organisations are adapting to  
navigate these transformations.

P.29



### Social Pages: Looking Back

Looking back at the 2024  
Conference.

P.32



### Secret Wine Business

Life member, Peter Lack, gives us  
a review of a white wine for his  
first 'Secret Wine Business' review  
of 2025.

P.34



### Who Am I?

Can you guess this German  
software engineer / businessman  
or will you jump straight to the  
hidden answer?

# Snapshots



## **Hopetoun Men in Sheds funds medical equipment library with Containers for Change program**

The Hopetoun 'Men in Sheds' program has raised more than \$100,000 to give back to the community. The money raised helped establish a library where the community can borrow medical equipment such as crutches or mobility equipment. The program's Men's Shed members have raised money by collecting cans and bottles and exchanging them for cash. The proceeds from the program have helped with many community projects, including the medical library.

# Snapshots



## Pharmaceuticals in pregnancy: a multifaceted challenge in Australia

Pharmaceutical companies and regulatory authorities have shown a reluctance to conduct tests on pregnant women. It has been reported that pregnant women are significantly underrepresented in clinical trials. As a result, women do not have access to the same drugs as the rest of the population, and drugs are not being tested for potential birth defects. This can put pregnant women at higher risk of death and deprive them of equal access to medical care.

## Smarter procurement the missing link in Australia's digital health future

Australia has a robust health system and a thriving research sector, but its fragmented public hospital system is hindering the growth and scaling of local digital health innovations. A recent investment of \$32 million in Harrison.ai by the National Reconstruction Fund Corporation underscores Australia's acknowledgment of homegrown innovation.

## Government alters definition of 'Australian business' to boost genuinely local SMEs for procurement

The Australian government has revamped the definition of "Australian business" to give local SMEs a stronger chance in securing government contracts. This bold move aims to boost genuinely local businesses, levelling the playing field against bigger global players. What does this mean for the future of Australia's economy?

# President's Report

Welcome to the latest Journal



**We're halfway through the year,  
and time is flying!**

We're excited to share this year's Conference theme: "Leading the way in times of change". The 2025 Conference will focus on the structural shifts occurring across Australia and how organisations are adapting to navigate these transformations.

We are also excited to announce a new brand relaunch, reflecting our evolution and continued commitment to innovation. Alongside the rebrand, we'll be launching a new website, which will go live very soon. Stay tuned.

As we head into the second half of the year, there's so much to look forward to, including exciting events, education opportunities and networking.



**ALDO SANTO**



# De-Risking The Supply Chain



REPRINTED WITH PERMISSION FROM ARCBLUE AUSTRALIA

Asia has been a major global supplier of goods for several decades, boasting a large manufacturing base, low labour costs and an extensive network of suppliers. Consequently, numerous businesses have become heavily dependent on certain suppliers for their products and components.

However, recent occurrences such as geopolitical tensions, rising labour costs, trade disputes, COVID, increased import costs and shortages have highlighted the risks with relying too heavily on a sole supplier.

Many organisations are now going through a de-risking process with their supply chains. De-risking strategies tend to fall into three categories:

Diversifying Suppliers, nearshoring or reshoring production, or enhancing supply chain resilience by investing in technology such as AI, blockchain and the Internet of Things.

It's important to carefully weight the potential benefits and challenges of each different strategy to make an informed decision. So let's explore some of the challenges.

## Additional Costs

While the benefits of nearshoring or onshoring can include reduced transportation costs, improved lead times, and increased resilience; implementing new logistics and transport systems may actually result in higher costs. Don't forget the potential cost for customs when sourcing from new suppliers as well.

## Forming New Supplier Relationships

Simply finding new suppliers can be a key challenge. You'll need to identify appropriate suppliers, ensuring they have similar levels of experience and establish relationships with them. These new suppliers may actually charge higher prices.

## Quality Control

Quality control is another significant challenge. Businesses need to do their due diligence and implement quality control measures.

## Intellectual property Risks

Intellectual property protection is a concern when sourcing from new suppliers and you may need to invest in additional legal and contractual protections to safeguard your IP.

## Cultural and Language Barriers

Finally, navigating cultural and language barriers can increase the complexity and time required for sourcing and managing your supply chain in new countries.



**De-risking your supply chains is a vital but complex process. Businesses need to weigh up the potential risks of continuing as they are, versus the challenges and cost of change. You should carefully plan, research and execute de-risking strategies to ensure business continuity.**

# Honouring Our Legacy, Embracing Our Future

## AHSPO Brand Refresh



For over 50 years, the vibrant community of AHSPO has demonstrated impressive resilience in adapting to change and overcoming challenges. This spirit of change and constant evolution inspired an exciting new brand launch for our beloved organisation.



WORDS BY JAIME WATTS

In 2024, we began an exciting journey of rebranding in partnership with The Lekker Agency. Our goal was to create a renewed identity that celebrates our heritage while positioning AHSPO for continued relevance and growth into the future.

To bring this vision to life, we engaged in deep reflection and strategic planning. Throughout the journey, we collaborated closely with association leaders to ensure a wide range of perspectives were considered, allowing the voices of our community to shape our direction.

Page right: some of the key steps from The Lekker Agency's workshop and brand development process.

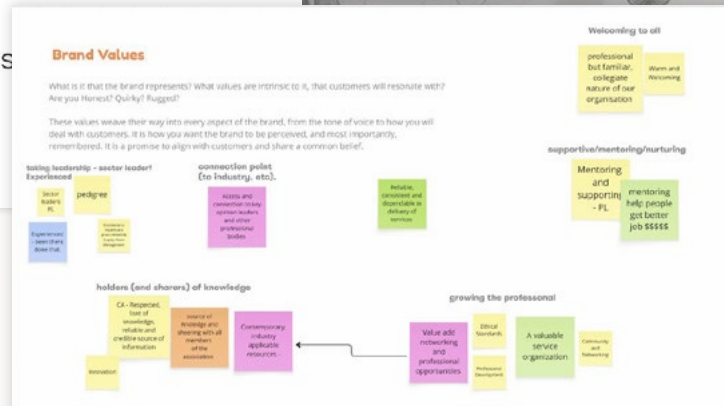
### Discovery and Brand Workshops

The process began with a collaborative discovery session, Lekker guided us through conversations about our brand values, identity, and story. We reflected on our journey and shared our aspirations for the brand's future. This early discussion helped us define what matters most—our values, objectives, and vision for AHSPO's next chapter.

In the weeks that followed, we collaborated closely with Lekker through a series of engaging brand workshops. These workshops defined our brand strategy and direction, which would inform the design, comms, and collateral Lekker produced for our new brand.

Our core leadership team was consulted throughout the process. The executive committee and ILG members were involved in all key decisions and played a significant role in influencing the new brand.





## Introducing the New AHSP0 Brand

After a rigorous workshop process, Lekker embarked on translating the strategic ideas and insights, and exploring how they could bring them to life for our brand.

Lekker presented the committee with visual research of similar brands, organisations and sector adjacent case studies to give us an insight into our audience and what resonates with them – but also us as an organisation. As a team we discussed the various visual directions we could steer the new brand towards, ultimately deciding that having a modern, clean brand, but with a little bit of history, authority and trust.

Lekker hit the drawing boards, going away for a few weeks to work on different concepts for what our logo, and our “look and feel” could be. Finally presenting us with 3 options – and letting the committee fight it out over which one was the best.

Luckily for us, they were all great and a consensus was reached – we loved the vibrant touches and colour palette of our chosen direction, but for the logo, we were unanimous with our choice – Lekker presented an option that was an elegant evolution of our legacy logo. This new logo has hints of the old one in the way the lettering is crafted and

the repeating lines of the “A”, but is clean, modern and much more usable at different sizes as our brand shifts more and more into the digital space.

Speaking of the digital space...

## What Happens Next

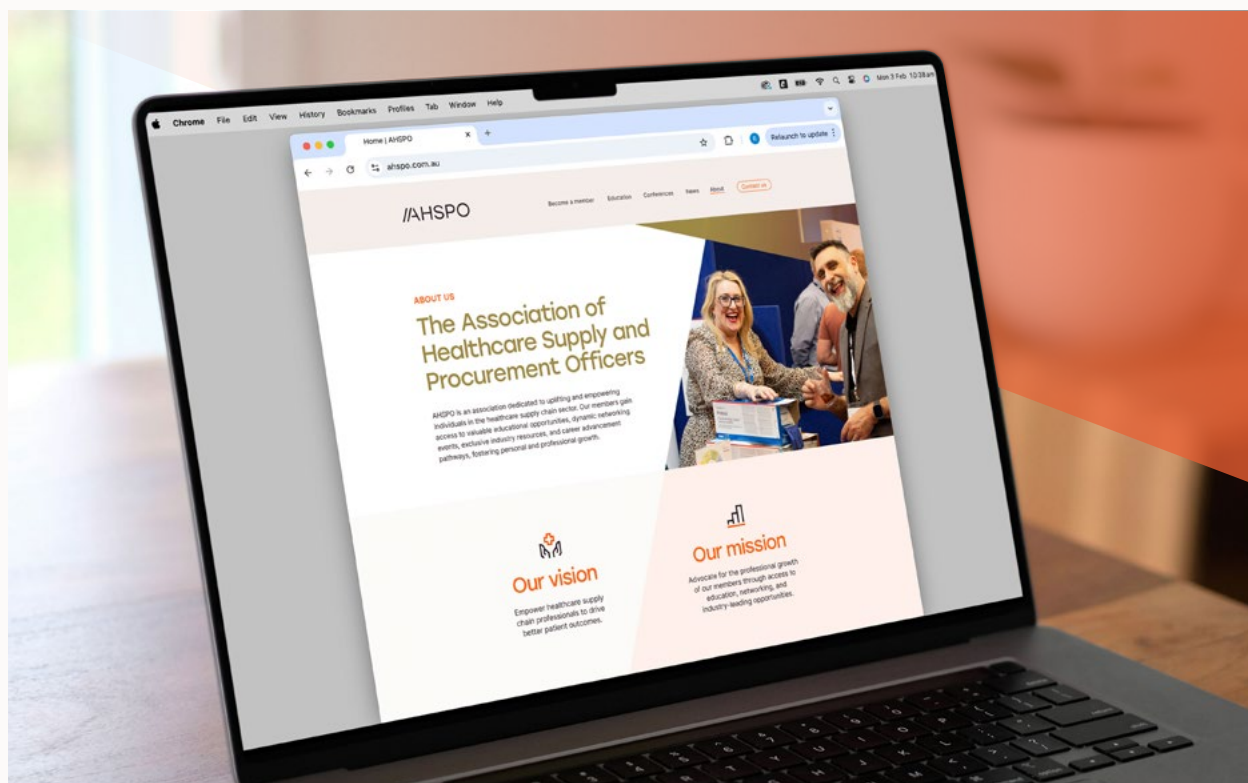
Following the launch of our new brand, our next priority was to develop a new website.

Our website has been designed to reflect our refreshed brand identity, enhance our communication, and improve our digital presence. We are excited to announce the launch of the first iteration of our new website, and we look forward to making further enhancements as time goes on.

Throughout this project, we conducted a thorough audit of our existing website and identified valuable features, functionalities, and areas for improvement. By collaborating closely with The Lekker Agency, we focused on creating a user-friendly, visually appealing site with an improved navigational experience.

Page left: ‘About Us’ page from our newly designed website.

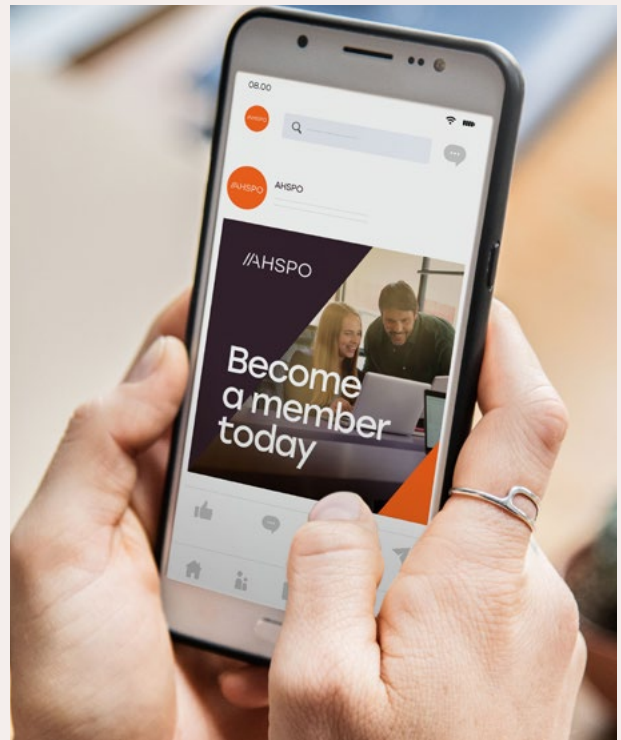
Page right: New brand collateral including a pull-up banner and social media advertisement.



The website is now live in its first phase - but as we continue on with the rollout of the new brand expect to see many new changes to the site, including a more active news section, a much easier membership sign up process and brand new careers hub.

## Living our new brand in to the future

With the bulk of the brand refresh complete, as an organisation we are now well positioned to respond to the needs of our members, in a modern and sophisticated way. As well as this, we are able to better represent the needs of our members within the wider industry. AHSPo has always been a champion of its members to government and industry, and now that we look the part, we can rightfully claim our seat at that table and work better for you, our members.



As we step into this next chapter with a refreshed brand and renewed purpose, we remain connected to our past while moving forward into a new future. The new AHSPo brand is more than just a visual update; it's a commitment to evolving with members, staying relevant in the changing landscape, and continuing to foster a strong and connected community.

//AHSPPO

# 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



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



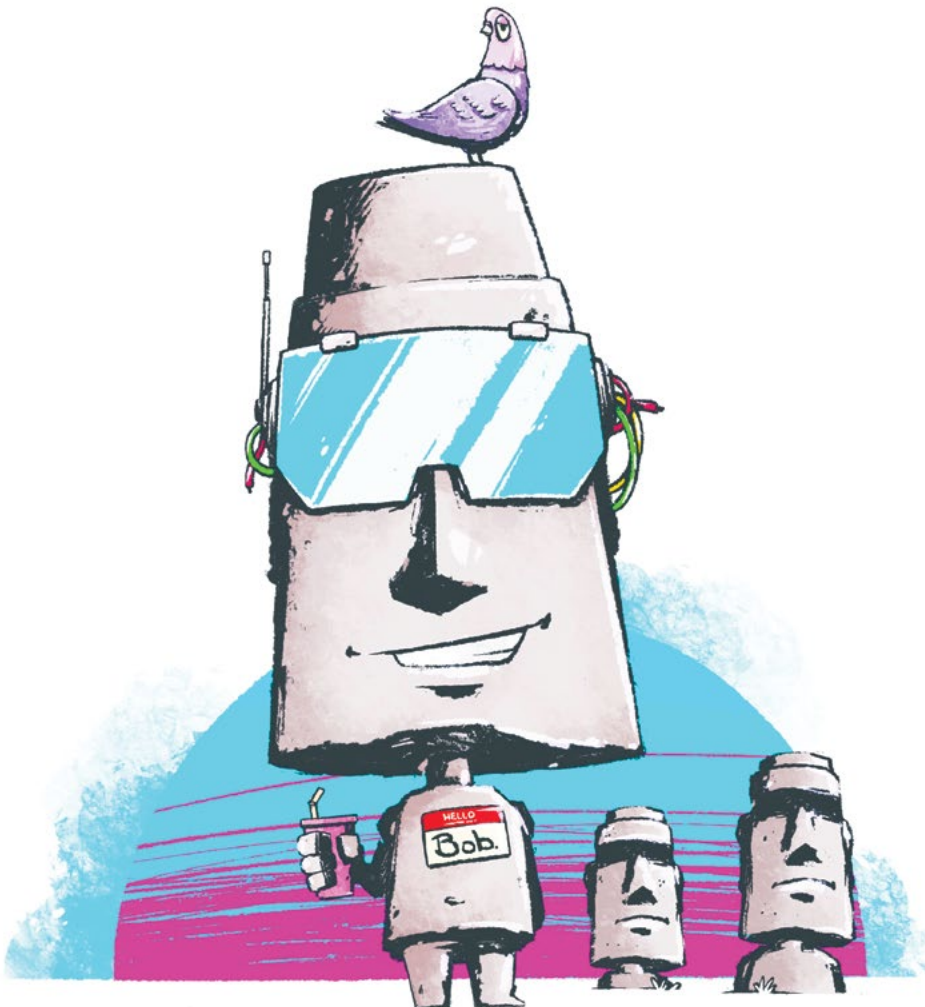
Follow us to  
keep up to date



# From AI to Flexible Contracts.

## The Seven Trends Driving Change in Procurement.

Procurement is constantly evolving, influenced by technological advancements, policy shifts and global economic changes. In 2025, companies will focus on technology, flexibility and sustainability to enhance supply chains. Here are the top seven trends that have shaped and will continue to have an impact this year.



### 1 Stakeholder Experience.

A fundamental shift is occurring in how procurement teams operate. More procurement professionals are embedding themselves within business units, allowing them to better understand stakeholder needs and provide tailored support.

We are now witnessing the emergence of procurement orchestration teams that emphasise process design and stakeholder experience as key performance indicators (KPIs). Companies like Unilever, Coca-Cola, and Lego are recognised for their strong stakeholder engagement, fostering positive experiences for employees, customers and communities.

As procurement evolves from a cost-savings function to a strategic driver of business value, companies will increasingly prioritise collaboration and long-term impact over traditional savings metrics.



## 2 Multinational companies' cross-border investment.

With rising U.S tariffs and China's volume-based procurement policies, companies are proactively restructuring their supply chains. Rather than merely bracing for disruptions, businesses are relocating production, forming strategic partnerships, and exploring new markets.

China's ambitious 2025 "Made in China" action plan exemplifies this shift. Designed to stimulate foreign investment in high-tech sectors, the initiative is backed by a 1 trillion yuan venture fund. Premier Li Qiang is spearheading efforts in research and development to achieve a more technological self-reliance while fostering a more investor-friendly economy.

Companies that successfully adapt to these evolving trade dynamics will gain a competitive advantage by leveraging new production locations, innovative partnerships, and diversified supply chains.

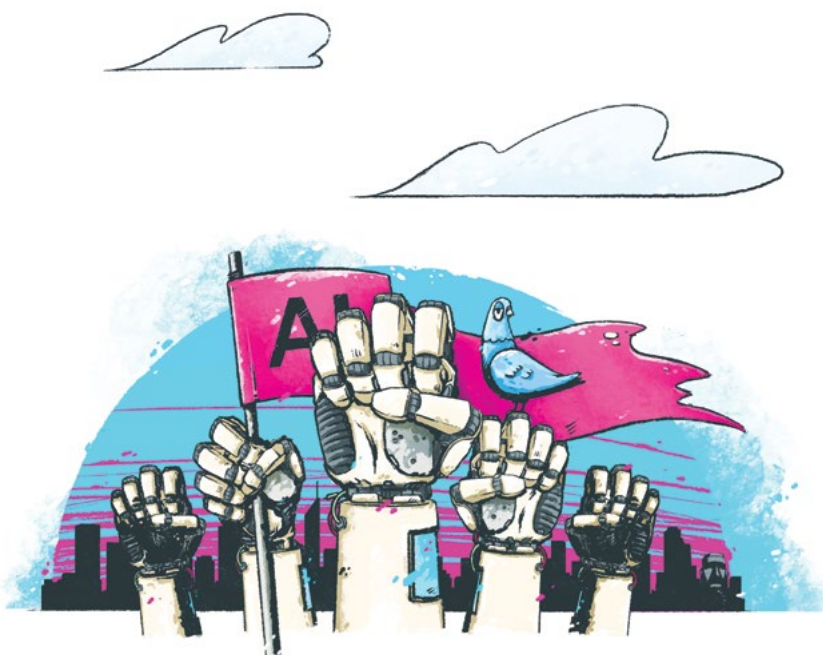


## 3 The AI Revolution.

AI is transforming procurement by leveraging vast datasets to generate insights, automate processes and enhance decision-making. Rapid advancements in AI are set to revolutionise procurement, category management, strategic sourcing and contract lifecycle management.

AI analytics is set to help procurement teams anticipate market trends and optimise sourcing. For example, Amazon use AI-powered forecasting to analyse historical data and external factors, predicting spikes, such as increased iPhone sales during the holiday season, and adjusting inventory accordingly.

Companies that effectively integrate AI will gain a competitive edge through improved supply chain forecasting, cost savings and resilient supply chain management.



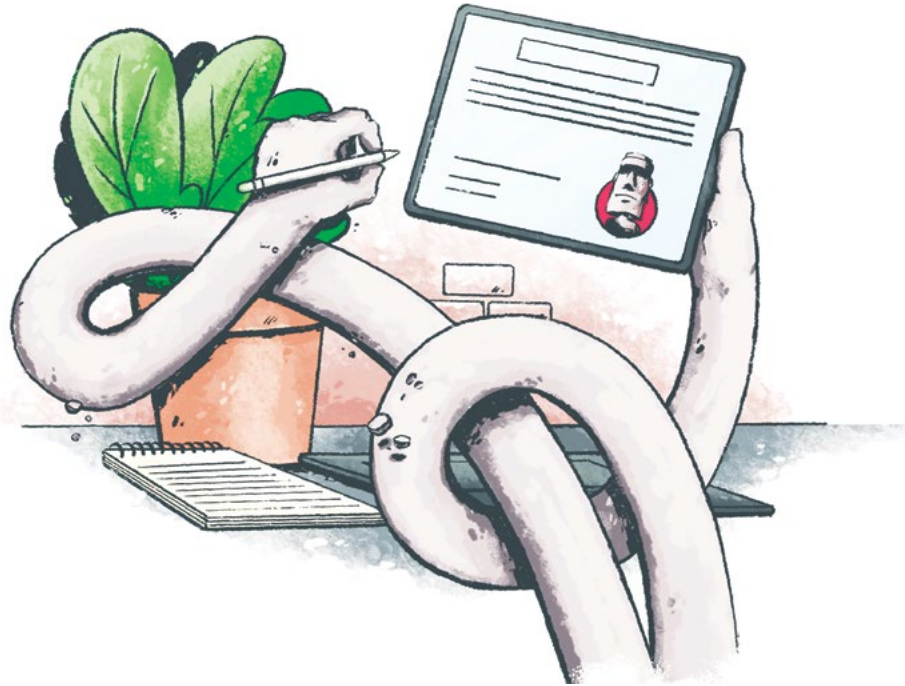


## 4 Flexibility in Contracting Agreements.

Market volatility in 2025 is prompting companies to adopt more flexible contracting strategies. Businesses increasingly favour shorter contracts with lower financial commitments or adaptable arrangements that allow them to pivot quickly in response to economic shifts or supplier disruptions.

One effective approach is using framework agreements with logistic providers. These agreements establish standard terms in advance, enabling businesses to issue service orders without renegotiating contracts each time. This strategy saves time and resources while allowing modifications if needed.

By incorporating flexible contracting strategies, businesses can better manage risks such as geopolitical instability, fluctuating demand, and supply chain disruptions.



## 5 Environmental Social Governance.

Consumers are increasingly holding companies accountable for ethical sourcing and fair labor practices. As a result, procurement teams must work closely with suppliers to develop sustainable solutions that minimise environmental impact.

Patagonia exemplifies ethical supply chain management, maintaining strict labor, environmental and transparency standards. It's a code of conduct, aligned with the International Labor Organisation principles, that applies across all suppliers. Regular audits ensure compliance, integrating sustainability into procurement strategies.

Aligning procurement with ESG values not only supports corporate responsibility but also enhances brand reputation and customer loyalty.



## 6 Intake and orchestration technologies.

Procurement technology is advancing rapidly with intake and orchestration (I&O) tools gaining traction. Intake tools streamline data capture, while orchestration tools enhance workflow automation across platforms. These solutions challenge traditional enterprise software by offering greater flexibility, faster implementation and improved user experience.

Companies like Zip lead the way by unifying procurement tasks into a seamless platform. AI-powered orchestration connects various applications, simplifying complex processes such as contracting. By integrating AI, orchestration tools improve risk analysis, automate approvals, and manage contract renewals more effectively.

The future of procurement will be increasingly reliant on I&O technologies. As AI and orchestration tools work symbiotically, procurement teams will gain greater agility and risk mitigation capabilities.



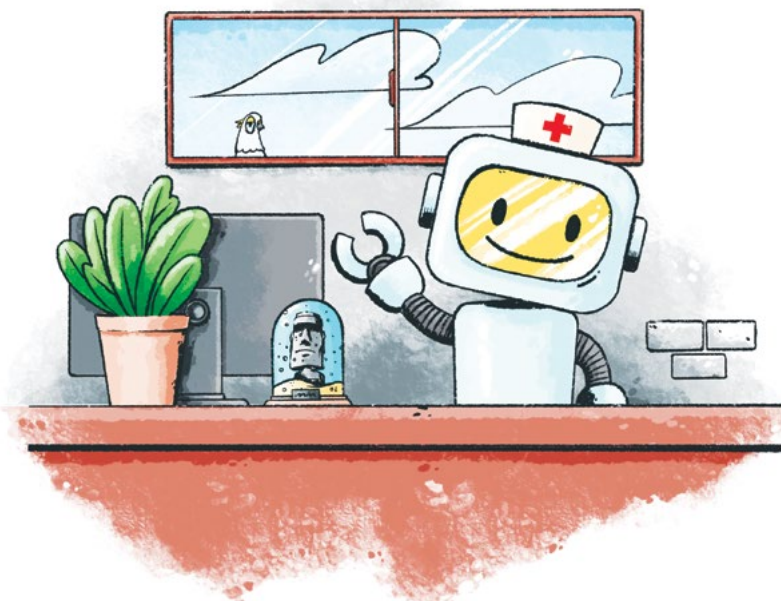
## 7 Filling in labour shortages.

The healthcare sector faces significant challenges due to the staffing shortages, rising costs and limited government funding. To bridge these gaps, providers are leveraging digital efficiencies and adapting new technologies to maintain service quality.

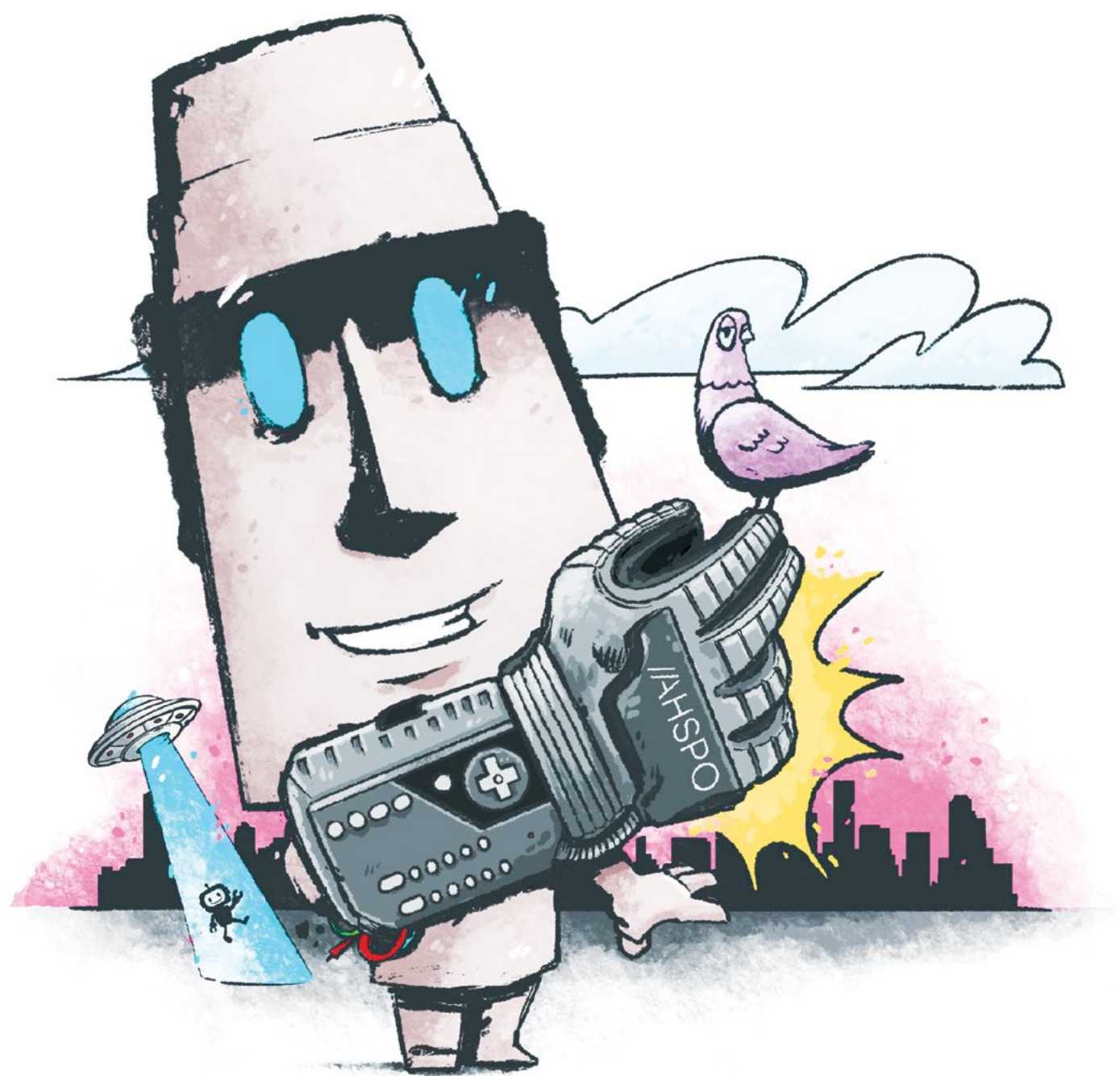
How companies are using innovation to fill labor shortages:

- AI and analytics technology, telemedicine platforms, geonomics, smart health devices, robotics, and other software are helping to deliver better care.
- Digital technologies will automate some work, dispense with and augment human effort.
- AI diagnostic tools are already being used for cancer, neurology and cardiology.
- AI can help because it has vast amounts of unstructured health data to help create more accurate and faster diagnostics.

With this shift to using more technology in healthcare and the human workforce now working alongside virtual assistants, the human and more personal aspect of healthcare will become more critical. With the emergence of AI, robotics, and other new technologies, healthcare providers





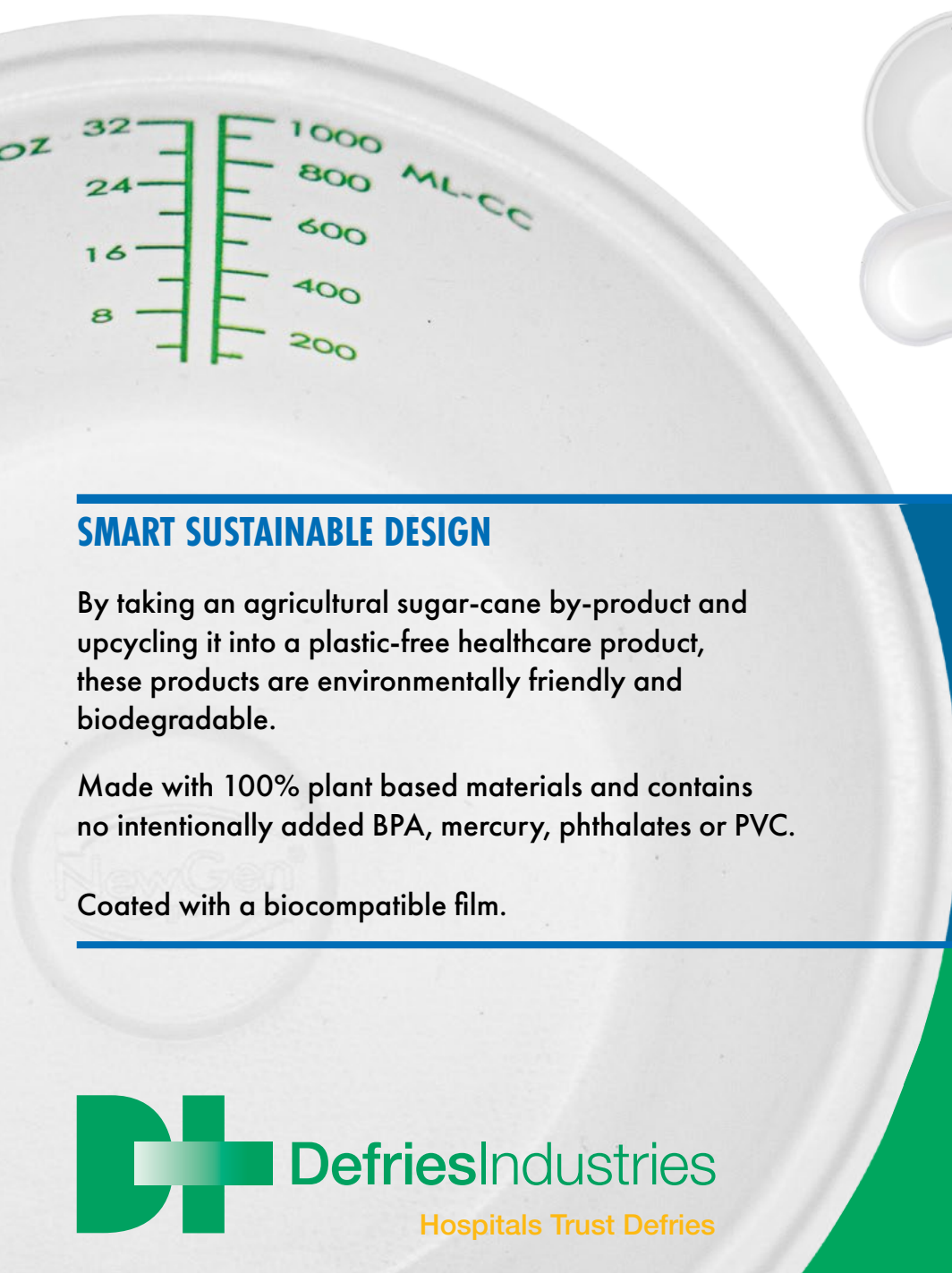


## Conclusion.

The procurement landscape in 2025 is shaped by rapid technological advancements, evolving geopolitical factors and growing sustainability demands. Companies that embrace AI, flexible contracting, and ESG priorities will position themselves for success. Meanwhile, the rise of orchestration and innovation in supply chain strategies will further enhance efficiency and resilience. As organisations adapt, procurement will evolve from cost-focused into a strategic enabler for business growth and long-term value.

# Make the change from plastic to our plant-based products

Replace your single-use plastic medical products with our plant-based product hollowware, clinically developed for use in the operating room and custom procedure packs.



## SMART SUSTAINABLE DESIGN

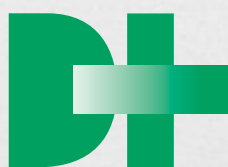
By taking an agricultural sugar-cane by-product and upcycling it into a plastic-free healthcare product, these products are environmentally friendly and biodegradable.

Made with 100% plant based materials and contains no intentionally added BPA, mercury, phthalates or PVC.

Coated with a biocompatible film.

**Add to your  
Custom Procedure  
Packs.**

**Single sterile  
also available.**



**Defries Industries**

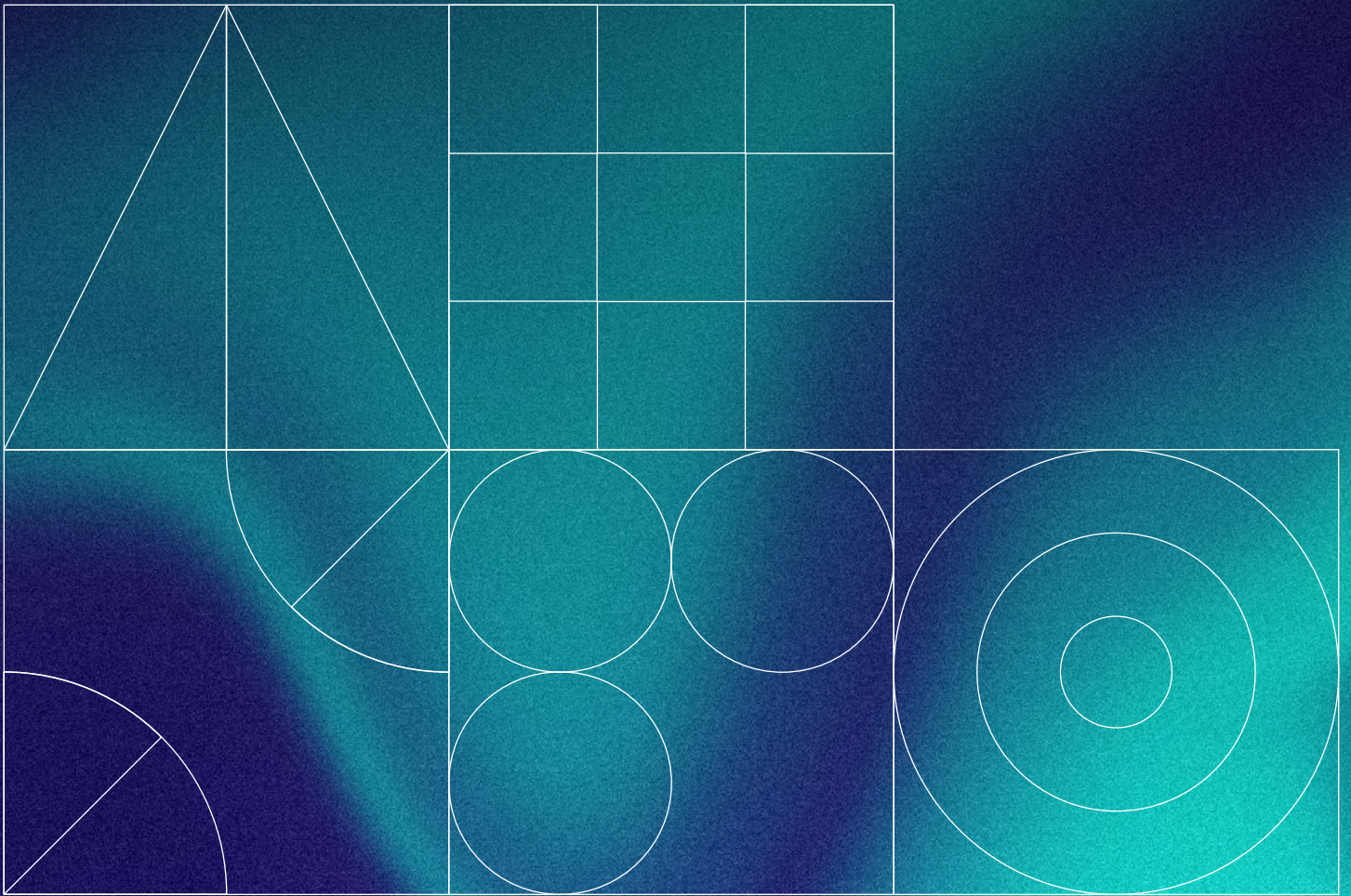
Hospitals Trust Defries

**Ph: 1800 550 278**

**sales@defries.com.au**

**www.defries.com.au**





//AHSPPO 35th Annual Conference  
13 – 15 August 2025  
Mantra Lorne

---

# Conference Programme

---

Leading the way in times of change

---



# Welcome to Conference 2025

It's with great joy that we gather together again for the latest instalment of the AHSPPO Conference.

This year, we have witnessed significant changes across the procurement and supply chain landscape. Our 2025 Conference will focus on these structural changes and how they are being navigated across Australia.

Having spent many years in the sector, I've seen firsthand how resilient and agile our industry can be. Strong leadership and collaboration are more important than ever. What continues to set AHSPPO apart is the strength of our community – the way we support and learn from each other.

Over the coming days, we'll explore how to lead through uncertainty, embrace new technologies, and respond to ongoing supply chain disruptions. Together, we'll shape the future in times of change.



I hope you enjoy this year's event.

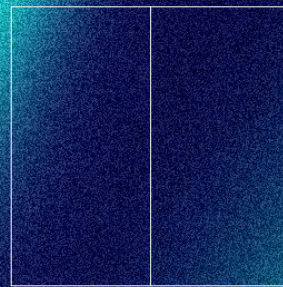
---

Aldo



Wednesday 13th August

# Day



## Clinical Products Advisors (CPA) Session

10:00am	CPA meeting commencement in the Heritage Room
12:00pm – 12:30pm	Lunch for CPA meeting attendees in the Heritage Room
12:30pm – 2:00pm	Invited Guests to meet with the CPA group in the Heritage Room
2:00pm – 4:00pm	Dedicated CPA/Corporate only time in the Trade Hall area, including afternoon lunch

## Session One

**2:00pm – 5:30pm**      **Delegate and Corporate Registration**  
With Gala Dinner Tickets available for donation/purchase

**5:45pm – 6:15pm**      **Welcome Reception**  
President of AHSPO, Aldo Santo and  
Mr. Craig Fraser, Chief Executive Southwest Healthcare

**6:15pm – 8:45pm**      **Reception & Sponsor Trade Area Opens**  
Proudly supported by our Diamond Sponsor Aidacare



**9:00pm**      **Close of Exhibition and Day 1 program**

We acknowledge the support provided by our  
Gold Sponsor Kimberly-Clark Professional





# Welcome to Mantra Lorne

We're excited  
to return to  
Mantra in Lorne  
for this year's  
conference!

Lorne is a lovely coastal town along the Great Ocean Road, known for its friendly community, delicious local dishes, and warm culture. Here, you'll find some of Victoria's freshest seafood and the best local produce. Between conference sessions, explore the area, from cozy beachside cafes to charming boutique shops. Lorne embodies community spirit and good local hospitality.

With the stunning natural beauty of the Great Otway National Park and the breathtaking coastline of the Great Ocean Road, you can soak in the fresh ocean air.

Lorne is the perfect spot to relax and connect with your peers at this year's AHSPO Conference.

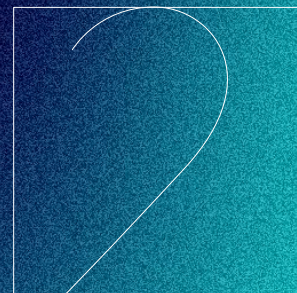
We can't wait to see you there!





Thursday 14th August

# Day



## Session One

**6:00am – 8:30am**      **Breakfast in the dining room for all in-house guests**

---

**8:30am – 8:50am**      **Opening Address**  
President of AHSPO, Aldo Santo

Introducing  
MC Emily Rice. Sponsored by Convatec



**8:50am – 9:00am**      **Platinum Sponsor Address**  
Short address by our Platinum Sponsor, Coregas



## Session Two

**9:00am – 10:00am**      **Keynote Speaker - The Power of Health and High Performance**

**Craig Harper**  
Proudly supported by Livingstone International



**Followed by Suppliers Magic Minutes**

---

**10:10am – 10:55am**      **Break out – Morning Tea**  
Supported by A.R. Medicom (Australia) Pty Limited



We acknowledge the support provided by our  
Silver Sponsor Ultra Health Medical



# Session Three

11:00am – 11:45am

## The Evolution of Clinical Product Evaluation

**Sue McCallum**

Clinical Product Evaluator, Senior Policy Officer | System Reform, System Planning Division, Department of Health

11:45am – 12:30pm

## Clinical Engagement in Procurement

**Caron Adair**

Manager Contract Design, St John of God Health Care

**Followed by Suppliers' Magic Minutes**

12:30pm – 1:40pm

## Lunch Break

Sponsored by Keystone Healthcare



# Session Four

1:40pm – 2:15pm

## Progressing Australia's Biotech Industry

**Sarah King-Smith**

Melbourne. MSc PhD Strategic Lead, Australian Medtech Manufacturing Alliance

**Dr Amelia Vom**

Director, Stakeholder Engagement (VIC) & Health Biosecurity

2:15pm – 3:00pm

## Growing Collaboration with Medtech Manufacturers

**Sharon Maris**

Director Global Medical Affairs, Arjo

3:00pm – 3:40pm

## Break out – Afternoon Tea

Proudly Supported by Innovate Care



3:40pm – 4:15pm

## Keynote Speaker - Duck Cameron

Proudly Supported by HB Plus Battery Specialists



4:15pm – 4:30pm

## Annual General Meeting - All welcome to attend

6:30pm – 7:00pm

## Pre Gala Drinks - In the front of the Gala Hall

7:30pm – Late

## Thursday Night Gala – Conference Dinner in the Gala Hall

Put on your brightest Hawaiian shirt and twirl in your hula skirt—it's going to be a night full of tropical beats featuring The Baker Boys Band.

Proudly supported by our Platinum Sponsor, Coregas.





# Keynote Speaker

## Craig Harper

One of Australia's leading presenters, writers, and educators on health, high performance, resilience, self-management, leadership, corporate change, communication, stress management, addiction, and personal transformation.

Craig is dedicated to helping individuals reach their full potential in health and fitness. He has significantly contributed to the Australian health and fitness industry since 1982. Over the years, Craig has taken on various roles, including Exercise Scientist, Corporate Speaker, Consultant, University Lecturer, AFL Conditioning Coach, Radio Host, TV Presenter, Writer, and successful Business Owner.

As an Exercise Scientist, Craig has worked with many professional athletes and teams, including St. Kilda F.C., Melbourne Vixens, Melbourne Phoenix, Port Melbourne F.C, Nissan Motorsport, and many Olympians and world-class athletes competing in a broad range of sports. While still regularly working with teams and individuals, Craig now delivers more than one hundred corporate presentations annually.



Supported by  
Livingstone International



## Meet our M.C

## Emily Rice

Emily Rice is a renowned broadcast journalist, presenter, and communications specialist. She has over 26 years of experience in news, corporate events, media, and communications and has worked worldwide. In January 2025, she started a new company called Emily Rice Communications. Emily helps her clients elevate their communication skills with bespoke corporate presentation training.

We're honoured to have Emily M.C. at her fifth AHSPPO conference.



Supported by Convatec





# Aloha!

## Gala Dinner

Get ready to board your flight to a Hawaiian Paradise your boarding pass is confirmed for this year's Gala, "Tiki Hawaiian Party!"

Check in with your lei and prepare for an evening of island fun!

Dust off your brightest Hawaiian shirt and twirl in your hula skirts- it's going to be a night full of tropical beats, tiki torches and unforgettable Luau magic.

We can't wait to hula the night away with you!

Mahalo, and see you there.

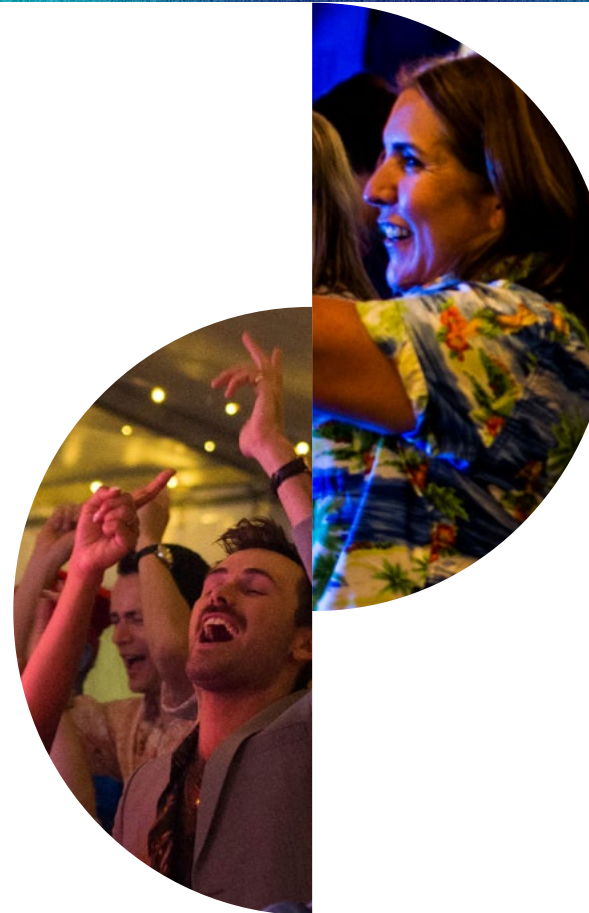
Supported by Coregas



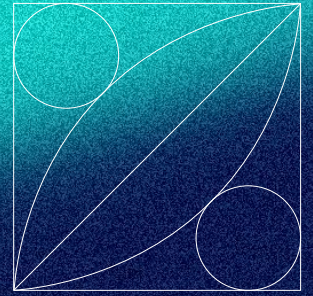
This year's supported charity is the Lazarus Community Centre Geelong



We are raising money for Lazarus Community Centre Geelong to help them deliver support and programs for the Geelong Community. Donations will be accepted via EFTPOS upon registration on day one and the night of the gala.

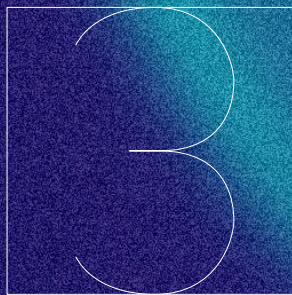








# Day



Friday 15th August

## Session One

6:00am – 8:50am

**Breakfast in the dining room for all in-house guests**

9:00am – 9:10am

**Local Charity Speaker**

Lazarus Community Centre Geelong

9:10am – 9:50am

**Building Local Capability in the MedTech Industry**

**Karen Parr**

Chief Executive, BioMelbourne Network

9:50am – 10:30am

**The Role of Clinical Advisory in Our Hospitals**

**Kate Hahn**

Clinical Products Advisor Alerts and Advisory, Gold Coast University Hospital

**Followed by Suppliers Magic Minutes**

10:40am – 11:00am

**Break out – Morning Tea**

Sponsored by the Lekker Agency

**LEKKER**  
The Nice Agency.

## Session Two

11:00am – 12:00pm

**Closing Keynote Speaker**

**David Schwarz**

Proudly supported by Medline Australia



12:00pm – 12:20pm

**Closing Address**

President of AHSPO, Aldo Santo

12:20pm – 1:00pm

**Lunch "On the Go"**

Proudly supported Terumo

If you need a packed lunch, please ensure you book it at the Conference Registration on Wednesday



# Keynote Speaker

## David Schwarz

David Schwarz is a former Melbourne Football Club Player in the AFL, and a well-known media personality on SEN and 3AW.

After a sensational football career playing 173 games, achieving a Best & Fairest award and appearing in a Grand Final, David has become a sought-after speaker, MC and presenter across corporate, sporting and community events.

Having overcome a serious gambling addiction, David now shares his powerful story and hopes to raise awareness around addiction, mental health, and wellbeing. His work as a mentor and co-founder of My Hab Rehabilitation has helped thousands of people, and his responsible gambling program impacts lives across Australia.



Supported by Medline



## Lazarus Community Centre Geelong



Offering a sanctuary and support to those facing homelessness and social isolation in the heart of Geelong.

This year, we have chosen to support the Lazarus Community Centre in Geelong, which serves as a support centre for the vulnerable and people experiencing homelessness. They provide essential services such as meals, laundry, and showers, participate in volunteer activities, and receive support from specialist homelessness staff.

Your support for Lazarus Community Centre Geelong will help continue their outstanding work and encourage people to contribute to their community.



Platinum Sponsor



Diamond Sponsor



Gold Sponsor



Silver Sponsor



Meal Break Sponsors



Keynote Sponsors



M.C. Sponsor



Lunch and Go Sponsor



Lanyard Sponsor



Bronze Sponsors



# Social Pages

Looking back on 2024 Conference



As we gear up for this years Annual Conference, let's look back at some of our favourite shots from last year.











# Secret Wine Business



Welcome to my first Secret Wine  
Business Article for 2025.



WORDS BY PETER LACK

During this Christmas/Festive Season just past, a family friend bought over a wine that we had not tried for several years, it was a Pewsey Vale Vineyard Estate Riesling.

Given I have not done a write-up on a White Wine for several years, it seemed a perfect one to do.

As most of you know, I am not usually a big white wine drinker, BUT I did my fair share back in the 80s & 90s, so I know what I like, and this is a great Riesling, providing true enjoyment and good value for money.

Doing research into the Pewsey Vale Vineyard, I found that it's a love affair with Riesling that started in 1847 when it was the first vineyard planted in Eden Valley. A hidden utopia, Pewsey Vale Vineyard was reinvigorated in 1961. The focus fell sharply on the beauty and diversity of Riesling in its many forms. One vineyard. One variety. One vision. This vision has seen Pewsey Vale Vineyard create Australia's most awarded and beloved Rieslings.

According to my reading about the winery, it is state "it's difficult to say whether the late Joseph Gilbert could have predicted the legacy he started when his weathered hands planted one acre of vines on the property he named after his home in the Vale of Pewsey in Wiltshire, UK." Also "if the vineyard could speak, it would regale with tales of pioneering growers, multiple owners, and Mother Nature's highs and lows."

I must admit that I have not been to this winery, but after reading about it, it is on my to-do list!

What we liked about this wine, on a 34c Melbourne afternoon in late December, was its unmistakable Riesling characters of elegant, dry palate with fresh and crisp citrus flavours, a glass of white wine that tells you summer is here!

As I always state, I am no wine expert, and only like what I like, so let us see what true experts think of this wine. Please note we had the 2024 Vintage.



Damn, this is a great Riesling. Year after year, it delivers, proving that Riesling is one of the best value wines you will find in Australia. Track this down for a glass of lemony delicious.

Almost clear in appearance, it is loaded with lemon juice and zest. A minerally drive sits at the core with Jasmine flower aromas heightening the experience. A little fleshy stone fruit makes a fleeting appearance in the mid-palate with green apple bunkering down. Some tension tightens things up with a talc finish to entice you back for more.

The 2024 Pewsey Vale Riesling is a classic example of dry Eden Valley Riesling, and shows the generous flavours and textures that we see so consistently each year from this amazing vineyard. Pale straw with green hues, with intense aromas suggesting white flowers, fresh limes, and a hint of fine dried herbs. The palate is long and rich, reminiscent of lime flavours and fresh rosemary. The wine finishes with a soft natural acidity that balances the flavour intensity and a delicious minerality, now or will reward medium to long-term cellaring.

Louisa Rose is a master in Riesling, and Pewsey Vale consistently over-delivers.

Given the name of this article is "Secret Wine Business" I liked the following: "What's the secret of this wine? It all comes down to place. Climate, aspect, soil type, altitude and sustainable viticultural management all play their part, but what goes on below in the stony terrain makes its mark."

In addition to this, please do not forget the good people, tasty food, and ambience!

Accompany: Enjoy most things you eat in summer with the wine maker's suggestions, including fresh oysters, seared scallops, salt and pepper squid, and Thai beef salad. We had it with freshly sliced Porchetta, tomato salad, tossed green salad and a crusty bread stick.

I hope you accept this invitation to enjoy summer, which the Pewsey Vale Vineyard Estate Riesling cordially extends.

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



#### AVAILABILITY

Ours was a gift, but it's available at Dan Murphy's, online and from various wine suppliers.

#### COST

\$19- \$26/bottle, but like all good procurement professionals, shop around and look for quantity buys.



# Who Am I?



Guess this German Businessman



A fundamental shift is occurring in how I grew up in Hoffenheim, a small village in Southern Germany. I studied Telecommunications Engineering at the University of Karlsruhe and completed my studies in 1966. After graduating, I became a software developer and consultant at IBM.

In 1972, I was one of the co-founders of SAP, along with four other IBM employees. I served as the CEO of SAP from 1988 to 1998 and as the chairman of its supervisory board from 1998 to 2003. I left the board in 2005 but retained 10% of the company's shares. Upon leaving SAP, I donated most of my company shares to charity.

I also established a charity that supports sports, medicine, education, and social programs, and has distributed around \$1 billion since its inception. My foundation, along with the Bill & Melinda Gates Foundation, is an investor in CureVac, a German developer of vaccines for various diseases, including COVID-19.

In 2010, I was honored with the Grand Cross of Merit of the Order of Merit of the Federal Republic of Germany (Federal Cross of Merit). In 2014, I received the German Donor Prize from the Federal Association of German Foundations.

I have gained significant recognition and popularity as a sponsor of sports. I purchased the "St. Leon-Rot" golf club and supported the construction of the "SAP Arena" in Mannheim from 2002 to 2005. I also provided support for the promotion of the "Adler Mannheim" (ice hockey) and the "Rhein-Neckar Löwen" (handball) teams. Additionally, I am the main financial backer of TSG 1899 Hoffenheim, a soccer club in Germany's top division, the First Bundesliga.

My net worth is estimated to be around 5 billion. I am 84 years old, married, and have two kids.

**CHECK THE ANSWER HIDDEN ON THE CONTENTS PAGE.**



//AHSPO

---

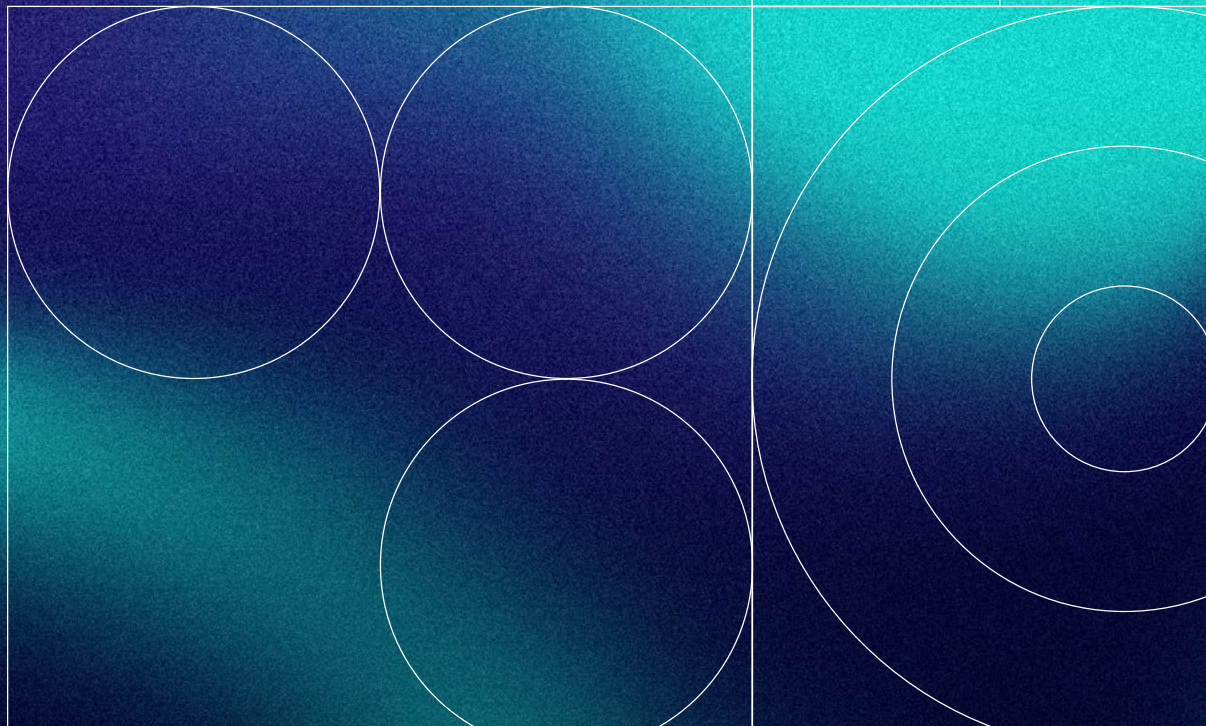
35th Annual Conference  
13 – 15 August 2025  
Mantra Lorne

# Conference 2025

Leading the way  
in times of change

---

See you in Lorne!





# 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.

865 Mountain Hwy  
Bayswater VIC 3153

E. [info@fsg.com.au](mailto:info@fsg.com.au)  
T. 03 9873 5144

[WWW.FSG.COM.AU](http://WWW.FSG.COM.AU)