

//AHSPO Journal

October 2025

The Association of Healthcare Supply
and Procurement Officers



35TH ANNUAL CONFERENCE

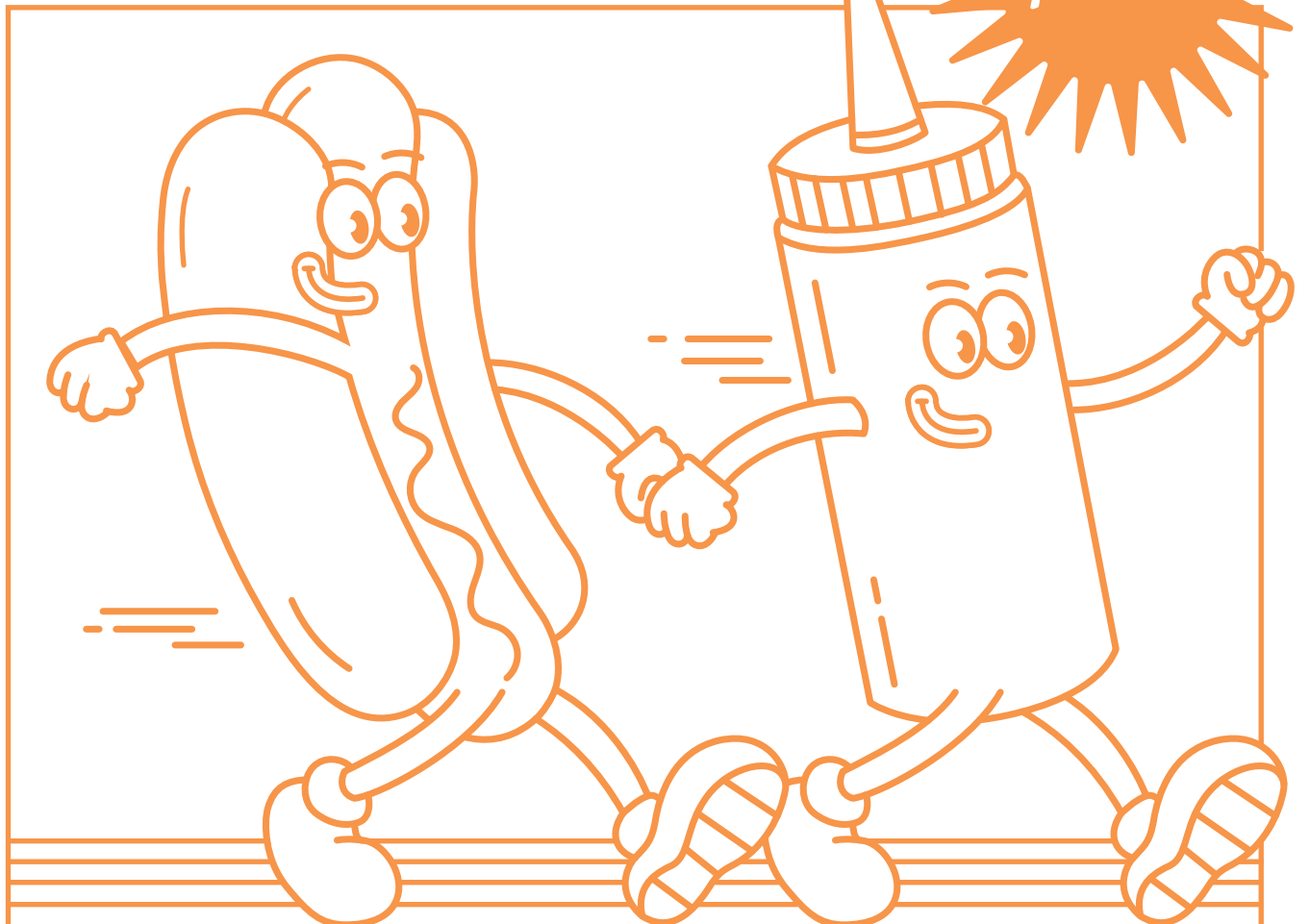
The 2025 Conference Wrap Up – Leading the Way in Times of Change

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2025 Conference Wrap Up

A bumper conference edition
featuring a play-by-play look at
every session. Take a look to
refresh your memory, or learn
something new.

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2026 Sponsorship Opportunities

As we turn our focus to next
year's conference, we are offering
a new round of the sought-
after sponsorship opportunities.
Read on for all the need to know
information.

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Social Pages: Conference 2025

It's safe to say that this year
attendees went all out on the
Gala Dinner theme, spot the best
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Secret Wine Business

Quit your wine-ing, the best drop
for spring is here, and reviewed
by Life Member Peter Lack.

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Who Am I?

What is an ethnobotanist
anyway!? Guess who!

Snapshots



Amazon commits \$20B local investment to Reshape Logistics Operations

Amazon is dramatically scaling up warehouse efficiency by unveiling its next-generation robotics and AI systems, with Australia expected to be an early beneficiary. Their new multi-arm robotic system, Blue Jay, assists employees by consolidating complex picking and stowing tasks previously requiring multiple stations.

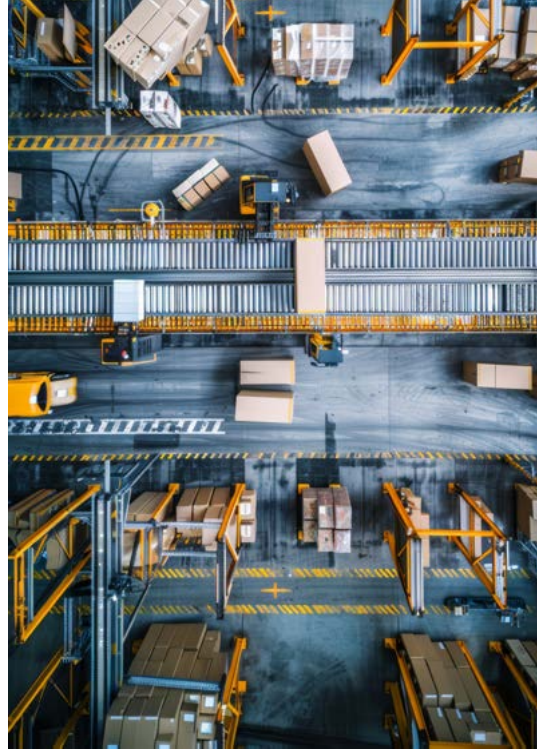
Simultaneously, Project Eluna introduces an “agentic” AI system that analyses real-time data, enabling operations managers to proactively identify and resolve bottlenecks. Amazon \$20 billion investment in local data infrastructure and expanding its Australian operational footprint will see Australian consumers, and small retailers benefit from faster, and safer operations.

Snapshots

How AI, tariffs, and nearshoring are transforming logistics in 2025

The 2025 State of Logistics Report, released by Kearny in partnership with the Council of Supply Chain Management Professionals, has identified the big trends shaping logistics in this year. Air freight growth is expected to grow by 5.8% globally this year, but regulatory changes in Australia may impact volume and pricing.

Interestingly, consumer shipping is seeing a 'barbell effect' in which ultra-fast and ultra-slow delivery are preferred for essentials and non-essentials. These market adjustments go hand in hand with an increased reliance on Automation to manage warehouse flows. Things move quickly in procurement, so we'll be interested to see what the next 12 months look like to see the impact of these shifts.



The growing impact of extreme weather events on Australia's supply chain routes

According to Howden Group, Australia's vast supply chain network is increasingly vulnerable to extreme weather events, including floods, cyclones, and bushfires, impacting critical road, rail, and air infrastructure.

Recent events, such as the 2022 floods and Cyclone Seroja in Western Australia, have repeatedly severed major freight corridors, isolating communities and delaying the delivery of essential goods to high-risk sectors like agriculture, mining, and medical supplies. To mitigate disruption, Australian logistics professionals and departments must be proactive, diversify suppliers, focus on flexibility, and integrate detailed weather forecasting into supply chain planning to build resilience and ensure business continuity during future crises.

Snapshots

The APS still bungles procurement – Albania just handed us a fix

Australia's procurement system is plagued by waste, rule-bending, and cosy deals — but tiny Albania may have found a bold fix: an AI “minister” that blocks dodgy contracts before money is spent. Could Australia adopt a similar

approach to finally bring accountability and transparency to billions of dollars in public spending?

While AI inherently comes with risk, the right approach to implementation could yield significant productivity gains and increase transparency and accountability. Australia's Digital Transformation Agency has an AI agenda, and we'd love to see how this could form a part of it.



Lightweight mobile CT scanner could change regional health care

A new, lightweight mobile CT scanner from Monash University could revolutionise diagnostics in remote areas. Imagine full-body scans available in a standard vehicle, eliminating the need for arduous transfers to major cities.

Traditionally, CT imaging required fixed, complex hospital infrastructure, necessitating the high-cost and time-intensive transportation of critically ill patients. These new mobile units, however, allow advanced diagnostic imaging to be brought directly to the patient's location.

This is a game-changer for patients, health outcomes and efficiency - we can't wait to see how this technology continues to evolve.



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President's Report

Welcome to the latest Journal



It was wonderful to reconnect with all of you at the AHSPO 2025 Conference, bringing together members from across Australia and our international community.

We are excited for 2026 and eager to continue developing engaging content, fostering networking opportunities, and providing educational opportunities.

This edition features contributions from your peers and our corporate partners, and it's great to see our community getting involved. We always welcome submissions and ideas from you all.

In other exciting news, Peter Lack and I will be attending the HCSA Annual Conference in England in November, where I have the honour of being a guest presenter. I look forward to the opportunity and sharing what we learn from our UK counterparts. Until then, as always, take care of yourselves, and each other.



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President

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TGA LISTED



When a Glove is Not Just a Glove

Guest article by Molnlycke Australia



Surgical gloves are a frontline defence in infection control, safeguarding both healthcare professionals and their patients. Yet, it's a common misconception that all gloves are created equal.



Surgical gloves you can count on

1. Clinical Evidence
2. Technology and performance
3. Hospital Quality Metrics
4. Sustainability
5. Education and Support



Choosing the right surgical gloves isn't just about picking a product off the shelf—it involves understanding the nuances between glove types and evaluating what each supplier brings to the table. From material composition to manufacturing standards, the differences can be significant.

This article explores the critical factors to consider when purchasing surgical gloves and dispels the myth that one glove fits all.

Clinical Evidence for Surgical Gloves

Research presented at the Royal Australasian College of Surgeons Annual Scientific Congress in 2025 shared the first-ever global consensus recommendations for glove use in surgery. These recommendations were developed following an evaluation of 10,000 scientific articles on surgical gloving practice by a panel of 13 international experts in surgery, nursing, epidemiology, and infection prevention.

The work was structured as systematic reviews and meta-syntheses of these articles around four aspects of surgical gloving: glove fit; double gloving; surgical glove indicator systems; and glove damage and glove change protocols.

Among their conclusions, the authors recommend:

- Double gloving should be considered in surgery to reduce the risk of aseptic barrier breaches and protect surgical teams from exposure, and
- When double gloving, all scrubbed surgical team members should utilise an indicator underglove for all surgeries to facilitate glove perforation detection.

The Role of Technology and Performance in Surgical Gloves

Product technology and performance are critical when it comes to surgical gloves. While some surgeons opt for single gloving during procedures, a significant number—particularly those in high-risk specialties like orthopaedics—prefer double gloving to enhance protection.

Indicator Systems: Engineered to Enhance Safety and Efficiency

A Double-gloving indicator system gloves offer practical benefits not only for surgical teams but also for procurement and supply chain operations. A prime example is the Biogel® Indicator System, which includes a pre-paired underglove and overglove, packaged as a set with each glove individually sized and designed to work seamlessly together.

The blue underglove contrasts with fluids such as blood, while the straw-coloured overglove hides the colour of the underglove. In the event of a breach of the overglove (whether by a puncture, perforation, tear, or abrasion), the overglove becomes transparent, revealing the bright blue underglove beneath. The result is a clear, fast, and large puncture alert if the overglove is compromised – this only works with an indicator system with different coloured gloves engineered to work together as a system.



This highly visible indicator allows the surgical team to quickly replace only the overglove—provided the underglove remains intact—maintaining the sterile barrier between the patient and surgical team, minimising disruption, and reducing glove wastage during procedures.

Manufacturing Quality Standards: What You Should Know

Ever wondered how often surgical gloves are tested for micro holes during manufacturing? Glove quality varies significantly between manufacturers, and understanding these standards is essential.

One key metric is the Acceptable Quality Level (AQL), which measures the likelihood of defects in a batch – a lower AQL, indicates more stringent production requirements and higher glove quality. Standards for this freedom from holes for sterile medical gloves vary around the globe: the USA requires an AQL of 1.5, while Australia and the EU require an AQL of 0.65. Only one glove manufacturer exceeds these standards with an industry-leading AQL of 0.4. Choosing gloves with superior AQL ratings can lead to better protection, reduced wastage, and improved overall performance.

Hospital Quality Metrics

Infection prevention underpins hospital quality metrics, particularly in surgical settings, where breaches of sterile barriers can lead to surgical site infections (SSIs). One vital factor that is often underappreciated is the integrity of surgical gloves. A recent study published in the *Journal of Hospital Infection* highlights that over 70% of glove breaches go undetected during surgery, significantly increasing the risk of SSIs. How long would you want a surgeon to have their hand inside of you with a hole in their glove that they didn't know about?

The study emphasised that glove perforations are not only common - especially in high-risk procedures like orthopaedics, where more than half (53.1%) reported perforation of surgical gloves - but also carry a twofold increase in the risk of SSIs when the breach goes unnoticed, which carries significant cost and resource implications for hospitals.

Hospitals face additional expenses for:

- Extended patient stays
- Diagnostic testing for patients and staff
- Surgical revisions and readmission

These findings capture the importance of implementing advanced glove technologies and protocols, such as double gloving with indicator systems, to optimise intraoperative safety while adhering to infection control guidelines.

The use of double gloving in surgery directly supports the objectives outlined in Standard 3 of the National Safety and Quality Health Service (NSQHS) Standards, which promotes a proactive approach to infection prevention and control rather than simply reacting to infections as they occur.

The standard mandates that healthcare organisations implement evidence-based systems to reduce the risk of Healthcare-Associated Infections (HAIs), including those arising from surgical procedures. It emphasises the importance of aseptic technique, the safe use of invasive medical devices, and the application of standard and transmission-based precautions – all of which are enhanced by double gloving practices. The standard encourages a precautionary approach when evidence is still developing, emphasising the importance of proactive measures such as double gloving to safeguard both patients and surgical staff. Investing in high-quality surgical gloves with proven durability and barrier protection can reduce SSI risk.



Sustainability Beyond the Green Label

In recent years, a wave of “greener” products has entered Australian operating theatres, promising reduced environmental impact. But how can you be sure these claims hold up? Understanding what makes a product truly sustainable—and verifying those claims—is essential in avoiding greenwashing, where products are marketed as environmentally friendly without credible evidence.

How to Evaluate Sustainability Claims

To assess whether a product is genuinely sustainable, consider these practical steps:

- Request a Life Cycle Assessment (LCA) from your supplier to understand the product's environmental impact from production to disposal.
- Check alignment with the UN Sustainable Development Goals (SDGs) to see if the supplier's practices support global sustainability efforts.
- Look for third-party certifications from reputable bodies such as the United Nations, EcoVadis and the Science Based Targets initiative (SBTi)

Beyond the Product: Supplier Practices Matter

Sustainability isn't just about the product—it's also about how it's made. Suppliers can demonstrate environmental responsibility through: use of renewable energy in manufacturing facilities; efforts to reduce greenhouse gas emissions, water usage, and waste; and adoption of eco-friendly packaging materials.

Equally important is ensuring that products are manufactured ethically, without violating human rights or labour laws. Ethical sourcing and transparent supply chains are critical components of sustainability.

Striking the Right Balance

When purchasing consumables, sustainability should be weighed alongside patient safety and healthcare outcomes—not just cost. Don't hesitate to ask suppliers for detailed information on their sustainability credentials and ethical supply chain practices. Informed choices lead to better outcomes for both people and the planet.

Education and Support is imperative

Ongoing education and training are essential for clinical excellence—especially in surgical glove use, where proper technique directly impacts infection control and patient safety.

Hospitals should expect and suppliers should be prepared to deliver education and training by knowledgeable, qualified clinical specialists on the safe and effective use of their products. Anything less risks compromising patient safety and clinical standards. Educating theatre staff about the correct usage of double gloving and glove changes will minimise wastage while maintaining safety for patients and staff.

Supplier-supported education programs, when incorporated into hospital training frameworks, reinforce compliance with infection prevention standards and equip staff with the knowledge and confidence to stay current with national and international guidelines and best practices, ensuring consistency and compliance across teams.

Conclusions

While sterile surgical gloves may be seen as a line item in your disposables budget, they are the most intimate interface between your surgical staff and their patients. Decades of scientific and clinical research clearly outline the best practices in surgical gloving. Modern manufacturing and supply chain practices have enabled the highest-quality gloves with the lowest carbon footprint and the highest sustainability credentials ever. Double gloving indicator systems are an innovative technology that protects patients and staff and helps meet hospital quality and safety metrics, all while enhancing the performance and productivity of their surgical teams.

So next time your glove supplier contract is up for review, remember that the benefits likely outweigh the costs, and a glove is not just a glove.

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Education Update



WORDS BY DEBRA BIRZNIEKS

AHSPO Education Pathways: Investing in Your Professional Development

At AHSPO, we believe a strong healthcare supply chain begins with education and training opportunities. That's why we offer a growing range of specialised education pathways designed to meet the unique needs of procurement, supply chain, contract management, and healthcare professionals. Developed by industry experts, our programs offer practical learning opportunities that align with the challenges and complexities faced across the sector.

Education is more than a qualification; it's a catalyst for improvement, innovation, and leadership. AHSPO members have access to a wide variety of learning options, including undergraduate qualifications, short courses, mentoring, and tailored training that reflects the real-world demands of the profession. Whether you're building foundational knowledge or looking to expand your capability in a particular area, we're here to support your professional development journey.

New England Undergraduate Degree

Through our partnership with the University of New England (UNE), members can pursue an undergraduate certificate in procurement and contract management. The course structure is flexible; you can complete the entire certificate, focus only on the three contract-specific modules, or even choose to enrol in just the units that are most relevant to your career. The course can be completed at your own pace, with most participants finishing within 18 months. To support your commitment, AHSPO funds 50 per cent of the total course cost and offers direct access to our Education Officer, who is available to provide mentorship and support throughout your studies.

Self-Nominated Course Align LEAN and Six Sigma

AHSPO also supports members in pursuing learning that aligns with LEAN and Six Sigma methodologies. Lean procurement is based upon lean production. LEAN focuses on operational efficiency and customer satisfaction, promoting continuous improvement to streamline supply chain processes. Six Sigma is a structured approach to quality improvement and operational excellence. Members interested in these pathways are encouraged to identify a relevant course that incorporates LEAN or Six Sigma principles, review the course structure, and prepare a brief business case demonstrating its relevance. Once the business case is submitted to the Education Officer and approved, AHSPO may offer partial sponsorship toward the cost of the selected course. This initiative empowers members to drive process improvement and innovation in their roles and across their organisations.





Arc Blue

For those seeking flexible, on-demand learning, AHSPo offers access to ArcBlue's comprehensive library of procurement and commercial capability courses. With more than 85 modules available, the ArcBlue offering encompasses a broad range of topics, including contract management, risk management, negotiation, supplier engagement, and data-driven decision-making. These courses are ideal for professionals looking to deepen their expertise, broaden their knowledge base, or explore new areas of interest within the procurement and supply chain field. The self-paced nature of the content allows learners to develop skills at a rhythm that suits their work and lifestyle.

Mentorship Opportunities

AHSPo's commitment to education extends beyond access to programs; we are here to support our members every step of the way. The Education Officer is available to guide you in selecting the right course, preparing business cases, navigating course logistics, and maximising your learning experience. If you're ready to advance your career, sharpen your skills, or explore a new area of expertise, now is the time to take the next step. Contact the Education Officer to explore your options and start your learning journey with AHSPo.



Education is more than a qualification; it's a catalyst for improvement, innovation, and leadership. AHSPo members have access to a wide variety of learning options, including undergraduate qualifications, short courses, mentoring, and tailored training that reflects the real-world demands of the profession.

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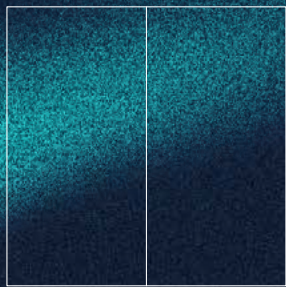
Conference 2025 Wrap

Leading the way in times of change

Two hundred attendees gathered from across Australia and the UK at Mantra Lorne to celebrate the annual AHSP0 Conference.

Each year, we bring our community together for three days to learn, network, and reconnect. This year's conference theme centered around how leaders can adapt to the rapidly evolving changes in our industry, and how we can guide the next generation through these upcoming challenges.

Day



Conference 2025 officially kicked off with networking and speeches from President Aldo Santo and the Surf Coast Shire, Deputy Mayor, Cr Mike Bodsworth. Councilor Bodsworth welcomed attendees and reiterated the importance of healthcare across the surf coast. With thousands of people needing care daily, in urban and remote areas, the work both Private and Public healthcare providers do is invaluable. He also noted the unseen value procurement and logistics teams have in ensuring the whole system continues to work seamlessly.

Following the Deputy Mayor, Aldo took the stage to welcome attendees to the event and invite everyone to attend networking drinks in the all new Expo space. The space is a new addition in 2025, and offers increased room for networking between suppliers and delegates. Despite the inclement weather, the new Expo would prove a valuable space throughout the conference.

Each year, the AHSPO Conference provides an outstanding opportunity for people to come together - both Members and Sponsors alike. With our Association dispersed across Australia, it's a unique opportunity to deep dive into industry defining topics, and most importantly build upon the relationships which make our Association great.



Day



Aldo and Emily Rice Welcome

To commence proceedings, Aldo greeted us with his usual warmth and began discussing the immense changes currently occurring in healthcare, including local and global shifts, technological advancements, and policy changes.

The changes we are currently experiencing present both challenges and opportunities for growth. Aldo stated, "I encourage you to engage, ask questions, and, most importantly, connect with each other." Aldo then emphasised that, by coming together, we have the power to shape the future and lead our industry toward success.

Next, MC for the Conference, Emily Rice, was introduced. Emily discussed how procurement has transitioned from a cost-based to a value-based approach. Emily posed a question to the audience - had their jobs evolved over the past few years? Their jobs had evolved; to which almost every audience member raised a hand, highlighting the significant impact of global events on job roles. She then officially welcomed everyone, and the conference proceedings kicked off.





Platinum Address

Alan Watkins and Coregas - Key Challenges Confronting Australian Businesses

Coregas sponsor Alan Watkins opened by detailing five key challenges facing Australian businesses: digital transformation, cybersecurity, rising energy costs, supply chain disruptions, and workforce pressures. While AI tools—such as real-time translation—are reshaping communication, he noted that adoption is slow, driven by doubts regarding efficiency.

Watkins emphasised that Australia's supply chain resilience is fundamentally challenged by the nation's energy inefficiency and reliability issues, forcing businesses to adopt embedded supply chain practices to mitigate risk and rising costs. He also introduced 'slowbalisation,' the deliberate slowing of global supply chains due to tariffs and tension, requiring vigilance and adaptability from local companies.

Finally, addressing labour shortages driven by demographic shifts and remote work preferences, Watkins discussed workforce transformation. He stated that, in his view as an employer, "flexibility should be reciprocal and sees the return to office work as a positive step for both employees and businesses.



Keynote Speaker

Craig Harper - The Power of Health and High Performance

The Brilliant Craig Harper was our first keynote speaker of the day. Craig is one of Australia's leading educators in health, high performance, resilience, self-management, leadership, corporate change, communication, stress management, addiction, and personal transformation

Craig began by defining anxiety as a natural, individual response to challenges, setting the stage for managing stress and performance. He believes that foundational improvements in nutrition, exercise, rest, and overall lifestyle are crucial for preparing for success.

However, Craig cautioned against the paradox of "reaching the top of success mountain but not feeling successful." He explained that success-chasing often causes people to lose sight of internal values. Mindfulness techniques like pausing and checking in can help shift focus inward.

"You can be in the best situation, from the outside in, you can be in Hollywood, a Disney movie. But in reality, you're not going great at all. True success is internal."

He concluded that discovering personal meaning and purpose is essential. Growth and resilience come from embracing change and choosing the more challenging path, which helps us evolve into better people.



Presentation

Sue McCallum - The Evolution of Clinical Product Evaluation

Following morning tea, Sue McCallum, a former Clinical Product Evaluator and Senior Policy Officer at the Victorian Department of Health, shared her story about how she helped shape the clinical product advisory system as we know it today.

In the early 1990s, the supply chain in Australian hospitals was decentralised and inefficient, leading to significant over-purchasing and product waste. Following an Anderson Consulting study, fifteen hospitals and VHA decided to collaborate on group purchasing and centralised distribution.

This shift was pioneered by ICU nurse Sue, who, after successfully controlling wastage in her department, was appointed to the new Nurse Consultant and Product Resource Management role in 1990. Despite initial difficulties, Sue bridged the gap between nursing and supply chain by establishing product evaluation tutorials, fault-reporting processes, and medical device recall procedures. The role evolved into the Clinical Product Advisor (CPA), expanding through the mid-90s in response to issues like latex allergies.

A major 1999 hospital system overhaul led to centralised purchasing via the nascent Health Purchasing Victoria (HPV), where Sue served as Clinical Advice Coordinator. Facing resource limitations and reluctance, she developed a new tender program based on earlier learnings. Today, 35 years later, the CPA role is thriving, and Sue's legacy shines through.



Presentation

Caron Adair - Clinical Engagement in Procurement

Next to present was Caron Adair, Manager of Contract Design at St. John of God Health Care. Caron's presentation focused on her experience working in Contract Design and in clinical engagement.

St. John of God Healthcare Service, a major Catholic non-profit provider founded in 1989, sought to involve clinicians in purchasing through its Contract Design team. In 2022, they developed the Clinical Decision Team (CDT) Framework with The Resource Group, initially achieving significant savings and compliance.

The CDT's momentum was hampered by strict financial stewardship and a simultaneous ERP implementation, which led to reduced clinical engagement and questions about the efficiency of their time. To address this, the process is being revised: procurement will now pre-review product opportunities to streamline CDT meetings and ease the workload for time-constrained caregivers.

Caron expressed confidence that these changes will strengthen support for clinical caregivers and enhance patient care, therefore making it safer, more efficient and more cost-effective.

"The wheel of clinical acceptability is central to product assessment, evaluation, and decision-making. It ensures the products we use every day are proven and provide the best possible value."

Presentation

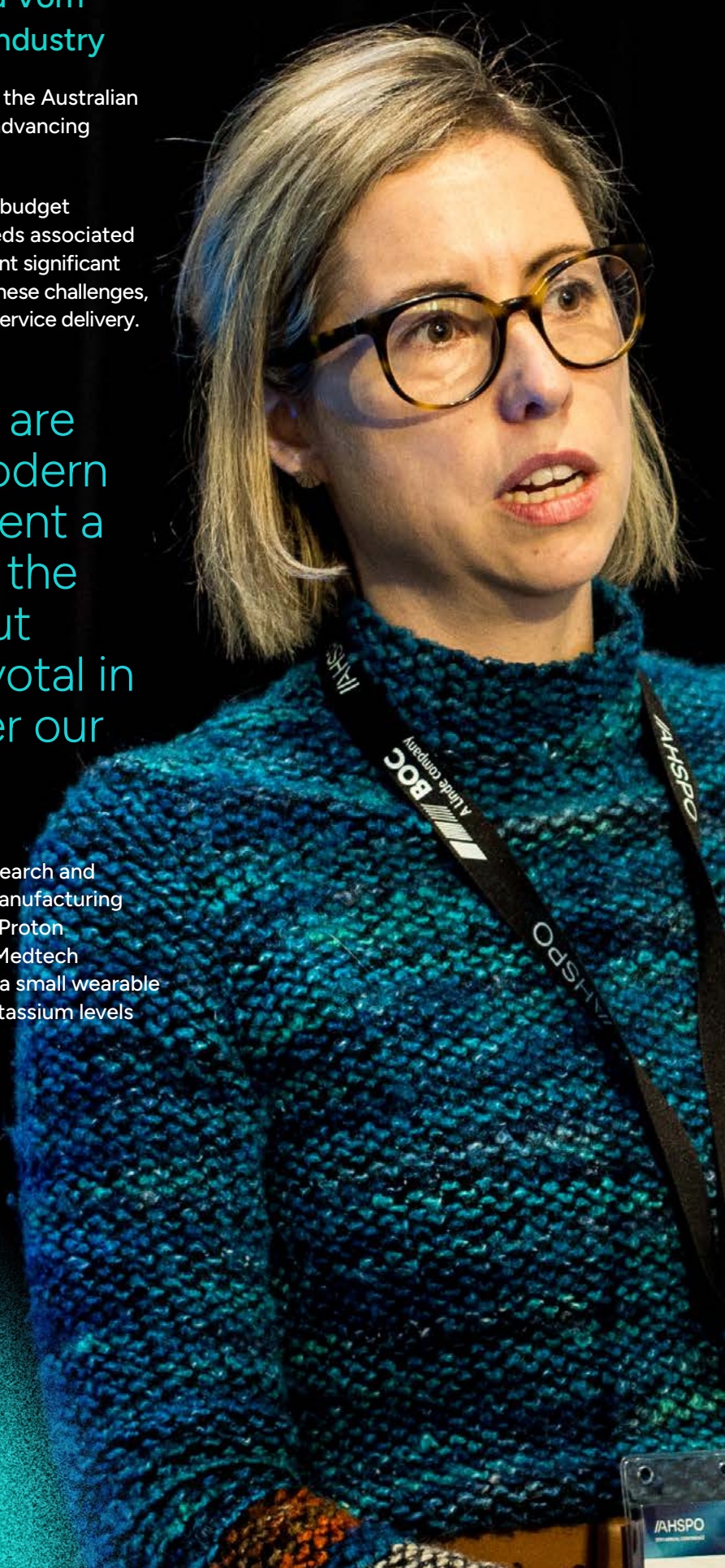
Sarah King-Smith and Dr Amelia Vom - Progressing Australia's Biotech Industry

After lunch, Sarah King-Smith, Strategic Lead of the Australian Medtech Manufacturing Alliance, presented on advancing Australia's biotech industry.

Sarah noted that the industry is currently facing budget constraints, despite Australia's complex care needs associated with an aging population. These challenges present significant hurdles in healthcare and biotechnology. Despite these challenges, medical technologies remain crucial for effective service delivery.

"Medical technologies are the cornerstone of modern medicine. They represent a relatively small part of the total health budget, but they are absolutely pivotal in the way that we deliver our health care services."

Locally, Australia has committed \$2 billion to research and development to boost its world-class medical manufacturing sector. This focus is exemplified by startups like Proton Intelligence (PI). PI, a member of the Australian Medtech Manufacturing Alliance, is currently prototyping a small wearable patch designed to continuously monitor high potassium levels and help prevent kidney failure.



Australian Medtech Manufacturing Alliance

Dr Amelia Vom, Director of Stakeholder Engagement at Victoria and Health Biosecurity, joined Sara on stage to discuss MTPConnect's direct involvement in various initiatives and exciting projects within the biotech industry.

The Australian Medtech Manufacturing Alliance (AMMA) is a strategic initiative focused on increasing the adoption of Australian-made medical technology by improving procurement pathways.

A key driver is MTPConnect, which has deployed \$180 million to nearly 200 projects, creating over 2,000 new jobs and positively affecting almost 750,000 patients. Notable projects include Vivcore's implantable artificial heart, Na'vi Medical Technologies' ECG solutions for precise pediatric catheter placement, and Endoexom's nanotechnology for oral insulin delivery.





Presentation

Brian Mangan - Value-Based Healthcare from the UK

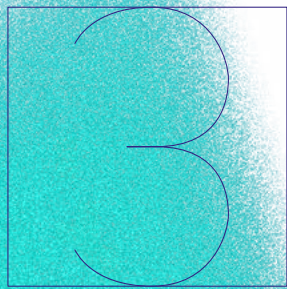
Brian Mangan, an Advisor to the National Health Service (NHS) in the UK, was the last speaker of the day. Brian travelled from the UK to discuss his experience at the NHS and how Value-Based Procurement (VBP) can enhance the healthcare supply chain.

The NHS, which operates one of Europe's largest procurement systems with an annual spend of €5 billion, is shifting its focus to Value-Based Procurement (VBP). Brian, a keynote speaker, highlighted that VBP moves beyond mere product price to focus on total pathway costs and improved patient outcomes. Key principles include high levels of clinical engagement and fostering true partnership with suppliers.

"If you ask a cost-based question, you'll get a cost-based answer."

VBP enhances patient care and allows procurement to demonstrate impact beyond cost savings. Brian emphasised that its successful rollout requires clear communication and stakeholder discussions, a perspective evidenced by the NHS Supply Chain's pilot, which adopted a procedure pack that reduced surgical infections by 80%. He noted the UK government's recent inclusion of VBP in its 10-year plan, suggesting Australia should follow suit to create real value through collaboration.

Day



Presentation

Karen Parr - Building Local Capability in the MedTech Industry

Karen Parr, Chief Executive of BioMelbourne Network, began the morning by discussing how Australia could enhance its MedTech capabilities.

Karen began by emphasising Australia's excessive dependence on international medical technology, as the country produces only 5% of its medical needs. Despite the industry facilitating millions of procedures each year, this lack of domestic manufacturing restricts local research and development, increases consumer costs, and makes the supply chain susceptible to global disruptions.

This heavy reliance compels healthcare providers to stockpile supplies or pay peak prices during crises. Additionally, local manufacturers face challenges from cheaper imports, despite generating \$2.75 in economic output for every dollar invested.

Increasing local manufacturing of medical devices in Australia benefits businesses, the economy, and patients. By sourcing from local producers, Australia can boost economic growth, ensure a resilient healthcare supply chain, and offer more affordable, timely access to essential products.

"The potential to harness some of the brightest minds, such as engineers, scientists, and entrepreneurs. All that potential is vanishing on the horizon."

Presentation

Kate Hahn - The Role of Clinical Advisory in Our Hospitals

Kate Hahn from Clinical Products Advisory Alerts and Advisory at Gold Coast University Hospital was the next speaker, presenting on the role of clinical advisory and her experience working in hospitals.

As a Clinical Advisor at Gold Coast Hospital and Health Service, Kate manages product recalls, patient safety alerts, and supplier relationships for a facility housing over 900 beds. Her role is crucial in managing the complexity of global product acquisition, which has led to 300 device recalls and 244 complaints year-to-date.

Kate's clinical expertise is used to evaluate new products and ensure supplier compliance, preventing issues that could compromise care. She emphasised the critical nature of this function, noting the recent increase in pressure on the supply chain. Successful management relies on robust collaboration with the hospital's internal teams.

The clinical advisory profession plays a vital role in hospital operations, serving as an essential safeguard for patient protection and fostering important relationships with suppliers and internal services. In her presentation, Kate emphasised that clinical advice not only protects patients but also contributes to the delivery of higher-quality healthcare.





Keynote Speaker

David Schwartz - The Power of Resilience

David's lifelong struggle with gambling began after his father lost a significant amount of money and was cemented by a winning bet at age 14. As a promising AFL player for the Melbourne Football Club,

However, several debilitating injuries derailed his career, and with too much time and far too much money, David turned to gambling. During one of his many lengthy stints in recovery, he turned to gambling as a coping mechanism.

His addiction escalated quickly; he once lost \$250,000 in a single weekend and accumulated over \$800,000 in horse racing losses. Debts grew, eventually involving the mafia. A turning point came in 2005, spurred by a \$30,000 loss and a friend's intervention.

David's recovery, supported by his future wife, Karen, involved strict financial oversight, cutting ties with gamblers, and addressing unresolved childhood trauma through counselling. His strategy became total abstinence. He now works as a Responsible Gaming Ambassador, stressing the need for support without judgment.

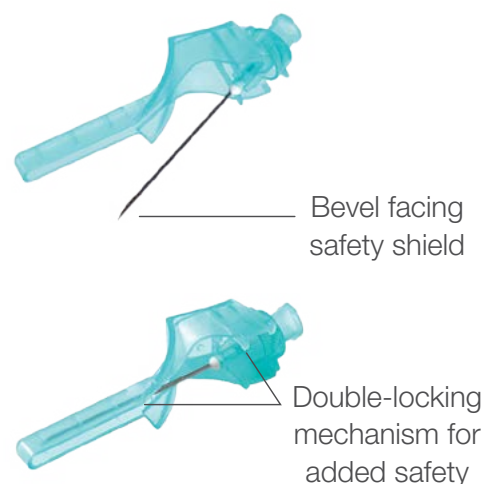
"No one is perfect, but with the right support around us, any obstacle can be overcome."

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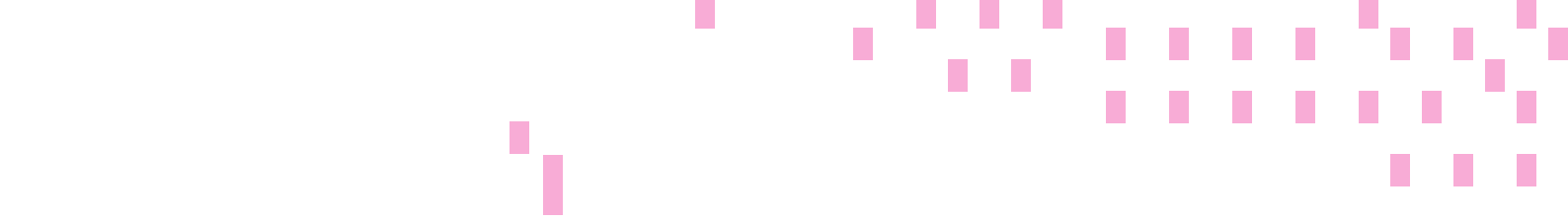


//AHSPO

36th Annual Conference
19 – 21 August 2026 **Mantra Lorne**

SPONSORSHIP OPPORTUNITIES

AI IN HEALTHCARE + PROCUREMENT



WHY PARTNER WITH US

Every year, the annual AHSPPO conference brings together key players in the healthcare procurement industry for three days of networking, learning and connecting.

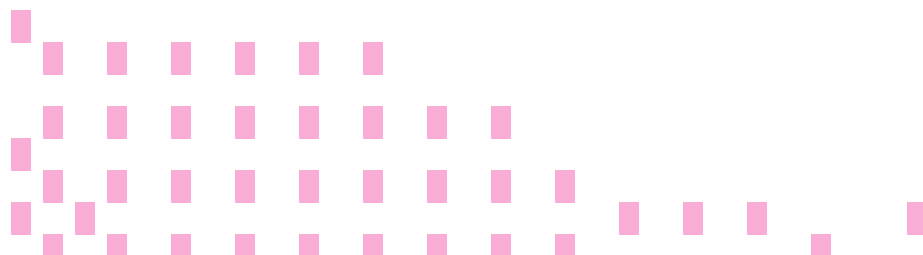
The AHSPPO conference is a premier opportunity to showcase your brand and leave a lasting impression amongst Australia's experienced healthcare supply chain professionals. When you sponsor the AHSPPO conference, you will have the unparalleled opportunity to market directly to potential customers and build network connections across the industry.

AHSPPO members are highly connected, influential and engaged participants in the supply chain community. By becoming a sponsor, you'll gain direct access to our network, opening doors to valuable partnerships, collaboration and industry insights.

Here are just some of the benefits of becoming a sponsor:

- Advertise twice in our industry publication, the AHSPPO Journal.
- A new central location sponsor stand, a new size stand for Top 5 sponsors, and a new overall floor plan for this year's AHSPPO Conference.
- Use our LinkedIn following to extend your reach.
- Free corporate membership for your company unlocks access to networking events, workshops, educational content and more.
- The opportunity to promote your company's name and offerings throughout.

Take advantage of this limited opportunity to become a sponsor of the AHSPPO Conference in 2026!





HOW TO APPLY FOR SPONSORSHIP

IF YOU ARE INTERESTED IN BECOMING A SPONSOR, FOLLOW THE INSTRUCTIONS BELOW

Sponsorship opportunities registration will be via Eventbrite, which you can access by following this link: <http://bit.ly/3KcfOj6>

The link is not live until the
11th November 2025 at 12pm AEDT.

The password to access is: **AHSPO2026**

ABOUT THE CONFERENCE

The Association of Healthcare Supply and Procurement Officers has been around since 1956, supporting and championing the professional growth of our members.

We give our members access to events, workshops, and educational opportunities, allowing them to network and strive for excellence in the supply chain industry. We also focus on ensuring all facets of the supply chain are ethical and modernised with new approaches and ways of working.

THIS YEAR'S EVENT

AI IN HEALTHCARE + PROCUREMENT

Join us for the 36th Annual Conference, where we will explore how AI is changing the way we manage modern supply chains and procurement.

CONFERENCE FAST FACTS

NOTABLE SPEAKERS

We had notable speakers over the years, including: Kevin Sheedy, Alicia Camplin, Stephen Yarwood, Cameron Ling and Jo Stanley.

185+

delegates attend each year

50+

sponsors

KEY ROLES

Procurement leaders, Purchasing Managers, Procurement Managers, CPAs and more.

41%

of respondents said networking and the AHSPPO conference was primary reason for membership.

Opportunity 1

PLATINUM SPONSORSHIP

EXCLUSIVE \$18,000 Investment

WHAT'S INCLUDED

- Guaranteed sponsor stand, a larger **6m x 6m** stand, with a priority spot on the floor plan.
- An opportunity for one of your company representatives to make a 10-minute presentation at the opening of day two of the conference. Preferably, the presentation will be relevant to the conference theme.
- Naming rights to the Thursday evening Gala Dinner, 20th August 2026. Wait staff will wear polo shirts, supplied by you, with your company logo.
- Full conference registration for 4 company representatives (includes attendance at all AHSPO official conference sessions and AHSPO-sanctioned social events).
- Invitation for 1 extra company representative to attend the Gala Dinner on Thursday evening (accommodation not included).
- Your logo on the main stage, near the speaker lectern.
- AHSPO will promote your company, with at least 1 post to feature on our LinkedIn page.
- Your company will be introduced & highlighted as the final "Magic Minute" conference presentation.
- A 100-word profile will be featured for 12 months, along with your corporate logo, on the AHSPO website.
- Display banner in the main conference theatre.
- A4 advertising feature in 2 editions of the AHSPO Journal.
- An A4 insert and/or small gift with your company logo (provided by the sponsor), which will be placed in all delegates' welcome bags.
- Corporate membership for your company for the 2026/2027 membership year.
- The Executive Committee sponsors a full AHSPO member to attend the conference on your behalf.
- Fascia signage, spotlights, table and chair, if required, tablecloth and all power during the exhibition.

Opportunity 2

DIAMOND⁺ SPONSORSHIP

EXCLUSIVE \$15,000 Investment

WHAT'S INCLUDED

- Guaranteed sponsor stand, a larger size stand of **6m x 3m**.
- Naming rights to our Exhibition and Welcome Reception, to be held on the evening of Wednesday, 19th August 2026.
- Full conference registration for 4 company representatives (includes attendance at all AHSPO official conference sessions and AHSPO-sanctioned social events).
- AHSPO will promote your company with at least 1 post on our LinkedIn page.
- A 100-word profile will be featured for 12 months, along with your corporate logo on the AHSPO website.
- Display banner in the main conference theatre.
- A4 advertising feature in 2 editions of the AHSPO Journal.
- An A4 insert and/or small gift with your company logo (provided by the sponsor) placed in all delegates' welcome bags.
- Corporate membership for your company for the 2026/2027 membership year.
- The Executive Committee sponsors a full AHSPO member to attend the conference on your behalf.
- Fascia signage, spotlights, table and chairs, tablecloth and all power during the exhibition.

Opportunity 3

GOLD⁺ SPONSORSHIP

EXCLUSIVE \$13,000 Investment

WHAT'S INCLUDED

- Guaranteed sponsor stand, allocated from the floor plan, **3m x 3m**.
- Naming sponsorship for one delegate gift, celebrating the 36th conference. This will be placed on or in every delegate bag, with your company logo alongside the AHSPO logo.
- Full conference registration for 3 company representatives (includes attendance at all AHSPO official conference sessions and AHSPO-sanctioned social events).
- Invitation for 1 extra company representative to attend the Gala Dinner on Thursday evening (accommodation not included).
- AHSPO will promote your company, with at least 1 post to feature on our LinkedIn page.
- A 100-word profile will be featured for 12 months, along with your corporate logo on the AHSPO website.
- Display banner in the main conference theatre.
- A4 advertising feature in 2 editions of the AHSPO Journal.
- An A4 insert and/or small gift with your company logo (provided by the sponsor), which will be placed in all delegates' welcome bags.
- Corporate membership for your company for the 2026/2027 membership year.
- The Executive Committee sponsors a full AHSPO member to attend the conference on your behalf.
- Fascia signage, spotlights, table and chairs, tablecloth and all power during the exhibition.

Opportunity 4

SILVER SPONSORSHIP

EXCLUSIVE \$11,000 Investment

WHAT'S INCLUDED

- Guaranteed sponsor stand, allocated from the floor plan, at the larger size of 3m x 3m.
- Full conference registration for 3 company representatives (includes attendance to all AHSPPO official conference sessions and AHSPPO-sanctioned social events).
- AHSPPO will promote your company with at least 1 post on the AHSPPO LinkedIn page.
- A 100-word profile will be featured for 12 months, along with your corporate logo on the AHSPPO website.
- Display banner in the main conference theatre.
- A4 advertising feature in 2 editions of the AHSPPO Journal.
- An A4 insert and/or small gift with your company logo (provided by the sponsor) placed in all delegates' welcome bags.
- Corporate membership for your company for the 2026/2027 membership year.
- The Executive Committee sponsors a full AHSPPO member to attend the conference on your behalf.
- Fascia signage, spotlights, table and chairs, tablecloth and all power during the exhibition.

Opportunity 5

LANYARD SPONSORSHIP

EXCLUSIVE \$11,000 Investment

WHAT'S INCLUDED

- Guaranteed sponsor stand, allocated from the floor plan, **3m x 3m**.
- Your logo, exclusively displayed alongside the AHSP0 logo, on the conference lanyard straps
- Full conference registration for 3 company representatives (includes attendance to all AHSP0 official conference sessions and sanctioned social events).
- AHSP0 will promote your company with at least 1 post on our LinkedIn page.
- A 50-word profile will be featured for 12 months, along with your corporate logo on the AHSP0 website.
- Display banner in the main conference theatre.
- A4 advertising feature in 2 editions of the AHSP0 Journal.
- An A4 insert and/or small gift with your company logo (provided by the sponsor) placed in all delegates' welcome bags.
- Corporate membership for your company for the 2026/2027 membership year.
- The Executive Committee sponsors a full AHSP0 member to attend the conference on your behalf.
- Fascia signage, spotlights, table and chairs, tablecloth and all power during the exhibition.

Opportunity 6

MC SPONSORSHIP

EXCLUSIVE \$11,000 Investment

WHAT'S INCLUDED

- Guaranteed sponsor stand, allocated from the floor plan, **3m x 3m**.
- MC will wear your company-branded shirt/top for the entire conference (x 2 to be provided by the sponsor).
- Full conference registration for 3 company representatives (includes attendance to all AHSPPO official conference sessions and AHSPPO-sanctioned social events).
- AHSPPO will promote your company with at least 1 post on our LinkedIn page.
- A 50-word profile will be featured for 12 months, along with your corporate logo on the AHSPPO website.
- Display banner in the main conference theatre.
- A4 advertising feature in 2 editions of the AHSPPO Journal.
- An A4 insert and/or small gift with your company logo (provided by the sponsor) placed in all delegates' welcome bags.
- Corporate membership for your company for the 2026/2027 membership year.
- The Executive Committee sponsors a full AHSPPO member to attend the conference on your behalf.
- Fascia signage, spotlights, table and chairs, tablecloth and all power during the exhibition.

Opportunity 7

FRIDAY LUNCH SPONSORSHIP

EXCLUSIVE \$9,500 Investment

WHAT'S INCLUDED

- Guaranteed sponsor stand, allocated from the floor plan, **3m x 3m**.
- The Friday lunch takeaway bag will feature your company's logo.
- Full conference registration for 2 company representatives (includes attendance to all AHSPo official conference sessions and AHSPo-sanctioned social events).
- AHSPo will promote your company with at least 1 post on our LinkedIn page.
- A 50-word profile will be featured for 12 months, along with your corporate logo on the AHSPo website.
- Display banner in the main conference theatre.
- A4 advertising feature in 2 editions of the AHSPo Journal.
- An A4 insert and/or small gift with your company logo (provided by the sponsor) placed in all delegates' welcome bags.
- Corporate membership for your company for the 2026/2027 membership year.
- The Executive Committee sponsors a full AHSPo member to attend the conference on your behalf.
- Fascia signage, spotlights, table and chairs, tablecloth, and all power during the exhibition.

Opportunity 8

KEYNOTE SPONSORSHIP

EXCLUSIVE \$7,500 Investment

WHAT'S INCLUDED

- Guaranteed sponsor stand, allocated from the floor plan, **3m x 1.5m**.
- MC will acknowledge the sponsor ahead of the keynote speaker presentation.
- Full conference registration for 2 company representatives (includes attendance to all AHSPo official conference sessions and AHSPo-sanctioned social events).
- AHSPo will promote your company with at least 1 post on the AHSPo LinkedIn page.
- A 50-word profile will be featured for 12 months, along with your corporate logo on the AHSPo website.
- Display banner in the main conference theatre.
- A4 advertising feature in 2 editions of the AHSPo Journal.
- An A4 insert and/or small gift with your company logo (provided by the sponsor) placed in all delegates' welcome bags.
- Corporate membership for your company for the 2026/2027 membership year.
- The Executive Committee sponsors a full AHSPo member to attend the conference on your behalf.
- Fascia signage, spotlights, table and chairs, tablecloth, and all power during the exhibition.

Opportunity 9

MEAL BREAK⁺ SPONSORSHIP

\$7,000 Investment

WHAT'S INCLUDED

- Guaranteed sponsor stand, allocated from the floor plan, **3m x 1.5m**.
- Meal break sponsors will have a corporate name and logo on every refreshment stand for their allocated break.
- MC will acknowledge the sponsor, ahead of their meal break.
- Full conference registration for 2 company representatives (includes attendance to all AHSPO official conference sessions and AHSPO-sanctioned social events).
- AHSPO will promote your company with at least 1 post on our LinkedIn page.
- A 50-word profile will be featured for 12 months, along with your corporate logo on the AHSPO website.
- Display banner in the main conference theatre.
- A4 advertising feature in 2 editions of the AHSPO Journal.
- An A4 insert and/or small gift with your company logo (provided by the sponsor) placed in all delegates' welcome bags.
- Corporate membership for your company for the 2026/2027 membership year.
- The Executive Committee sponsors a full AHSPO member to attend the conference on your behalf.
- Fascia signage, spotlights, table and chairs, tablecloth, and all power during the exhibition.

Opportunity 10

BRONZE⁺ SPONSORSHIP

\$5,000 Investment

WHAT'S INCLUDED

- Guaranteed sponsor stand, allocated from the floor plan, **3m x 1.5m**.
- Full conference registration for 2 company representatives (includes attendance to all AHSPPO official conference sessions and AHSPPO-sanctioned social events).
- Your corporate logo featured on the AHSPPO website for 12 months.
- Display banner in the main conference theatre.
- A4 advertising feature in 2 editions of the AHSPPO Journal.
- An A4 insert and/or small gift with your company logo (provided by the sponsor) placed in all delegates' welcome bags.
- Corporate membership for your company for the 2026/2027 membership year.
- The Executive Committee sponsors a full AHSPPO member to attend the conference on your behalf.
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Social Pages

Highlights from the 2025 Conference



Another fantastic Conference -
check out some of the fun and
frivolity below!







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- Benzalkonium chloride
- Sodium hypochlorite
- Glutaraldehyde

TERUMO DIGITAL CLINICAL THERMOMETER
ET*C207S



Easy to disinfect.
This storage case allows for easy wiping and cleanliness.

Terumo Digital Clinical Thermometer is user-friendly and hygienic.

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SCAN TO CONTACT US

Secret Wine Business



Welcome to the spring edition of
Secret Wine Business for 2025



WORDS BY PETER LACK

Back in late October last year, AHSPo Life Members held a Lunch in Hawthorn. At this lunch, we introduced all the attendees to Ponting Wine's "The Pinnacle Shiraz", which all who tried it seemed to enjoy it.

None more so than our current President Aldo Santo, who I am told has purchased and consumed a few bottles since.

It's at this point I should declare my interest, as my eldest son, who is a Senior Manager at North Melbourne Football Club, is the one who got me interested in this wine, as Ponting Wines is a Sponsor of the North Melbourne

That stated, given how good the Pinnacle Shiraz was (just ask Aldo) I was keen to know what the other Ponting Reds may be like? So, after a discussion with my son and reviewing of supply and availability options, including negotiations on any discounts (always practising Value-Based Procurement), I ordered the wine that I am reviewing for this edition of the AHSPo Journal.

The Ponting Wine range was made in collaboration with renowned winemaker Ben Riggs (yes, the same winemaker that does one of my all-time favourite Reds, "Mr Riggs, The Gaffer") and celebrates the illustrious cricket career of Ricky Ponting through a series of premium wines. Each release commemorates a significant milestone in Ponting's career, and the wine I am reviewing is The Ponting Milestone '127' Barossa Shiraz 2022, which marks his maiden test century in the 1997 Ashes series at Headingley.

Can I say from the start, this wine really hits the mark, and Ben Riggs brings his extensive experience and passion for winemaking to create a wine that honours both Ponting's achievements and the exceptional quality of South Australian Barossa Vineyards.

From the moment you open this wine, it's a pleasure to your senses; the fruit and spice aroma gives you a heightened expectation which is soon satisfied with the first sip. All I can say is, it's a very, very good wine for drinking now, and it will be sensational if you allow it to be cellared for a few years.



According to my reading about the wine, it is stated “The 2022 vintage for Barossa Shiraz is recognised as a strong year with fruit of superb quality, though yields were smaller than usual. This vintage benefited from nourishing winter rains that supported the vines canopy development early on. However, challenging weather conditions, including frost, hail, and wind, affected bunch sizes and subsequently reduced yields. Despite these challenges, the summer season proved advantageous, with cooler than average conditions, allowing grapes to ripen slowly and steadily. The ‘127’ Shiraz is made in a traditional style, reflecting the best of the Barossa. Hand-selected parcels of fruit, including a batch from a vineyard planted over a century ago, were blended to create this Milestone Shiraz. Full flavoured and elegant, bursting with nuances of dark red fruits and spice.

So, what does it taste like? Well, what I got from the first sip was dark cherry, with a nice spicy overtone, followed by plum and vanilla with mouth-coating tannins. 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.

Dive into a rich and expressive Shiraz, renowned for its deep crimson hues and captivating aromas of dark plum, blackberry, and spicy black pepper. On the palate, Ponting 127 Shiraz unveils layers of ripe berries interlaced with subtle hints of vanilla, mocha, and well-integrated oak, culminating in a finish that is both smooth and satisfyingly persistent. Every sip delivers finesse and complexity, making it a standout option for Shiraz lovers.

The Ponting Milestone ‘127’ Barossa Shiraz 2022 boasts a complex and rich flavour profile. Expect bold notes of dark berries, plum, and black cherry, complemented by hints of chocolate, vanilla, and spice. The palate is full-bodied with velvety tannins and a long, satisfying finish, making it a wonderful example of Barossa Valley Shiraz.

ACCOMPANY

Best food pairings for this robust Shiraz are a variety of hearty dishes. Enjoy it alongside grilled steaks, lamb chops, or a rich beef stew. It also complements mature cheeses and charcuterie, making it a versatile choice for both casual dinners and celebratory occasions. We had it with homemade Capriccioso Pizza (with anchovies of course).

AVAILABILITY

Ours was purchased online via Ponting's Wines pontingwines.com.au, and it is also available from various good wine suppliers.

COST

It's not an everyday wine, so you will pay \$40- \$47/bottle, cheaper when purchased in lots of six (6) but as all good procurement professionals, shop around.

Who Am I?



Guess this educator, psychologist, and ethnobotanist



I was born in Hana, Maui, Territory of Hawaii. My Hawaiian name means “white rain of Hana”, and my nickname is “Izzy”. My father is ethnically Chinese, and my mother is of Native Hawaiian descent. I was the youngest of eight siblings and was born on June 20th 1919.

During my childhood, my mother taught me about the native edible Hawaiian seedweeds, which taught me the value of Hawaii’s native plants. This inspired my passion for science and biodiversity.

I am a highly educated woman and the first native Hawaiian woman to receive a PhD in science. In 1941, I received an undergraduate degree in Botany from the University of Hawaii at Manoa. That same year, I also earned a master’s degree in Botany from the University of Michigan. In 1950, I completed my PhD in Botany at the University of California, Berkeley.

In 1966, I continued my academic career and became a research associate, teaching as a lecturer at Hopkins. I was awarded the Darbaker Prize by the Botanical Society of America in 1969 for compiling a book on marine algae of the California Coast. In 1972, I was promoted to a full professor of Biology, where I was the first person of colour to achieve this position.

I moved back to Hawaii in 1982 and was hired by the University of Hawaii to teach ethnobotany, which is the study of the interaction between humans and plants. I have authored over 150 books and am now regarded as the world’s leading expert on Hawaiian seaweeds. Additionally, I am credited with discovering 200 species of seaweed.

CHECK THE ANSWER HIDDEN ON THE CONTENTS PAGE.



//AHSPO

36th Annual Conference
Mantra Lorne

CONFERENCE 2026

AI IN HEALTHCARE + PROCUREMENT

19 – 21 August
Speakers Announced Soon



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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**.

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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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