//AHSPO Journal

OCTOBER 2026

The Association of Healthcare Supply and Procurement Officers



MISSED THE CONFERENCE?

Conference 2026 Wrap Up

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Industry Snapshots | Why Supplier Relationships are Important in the Age of AI and Automation
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//AHSPO

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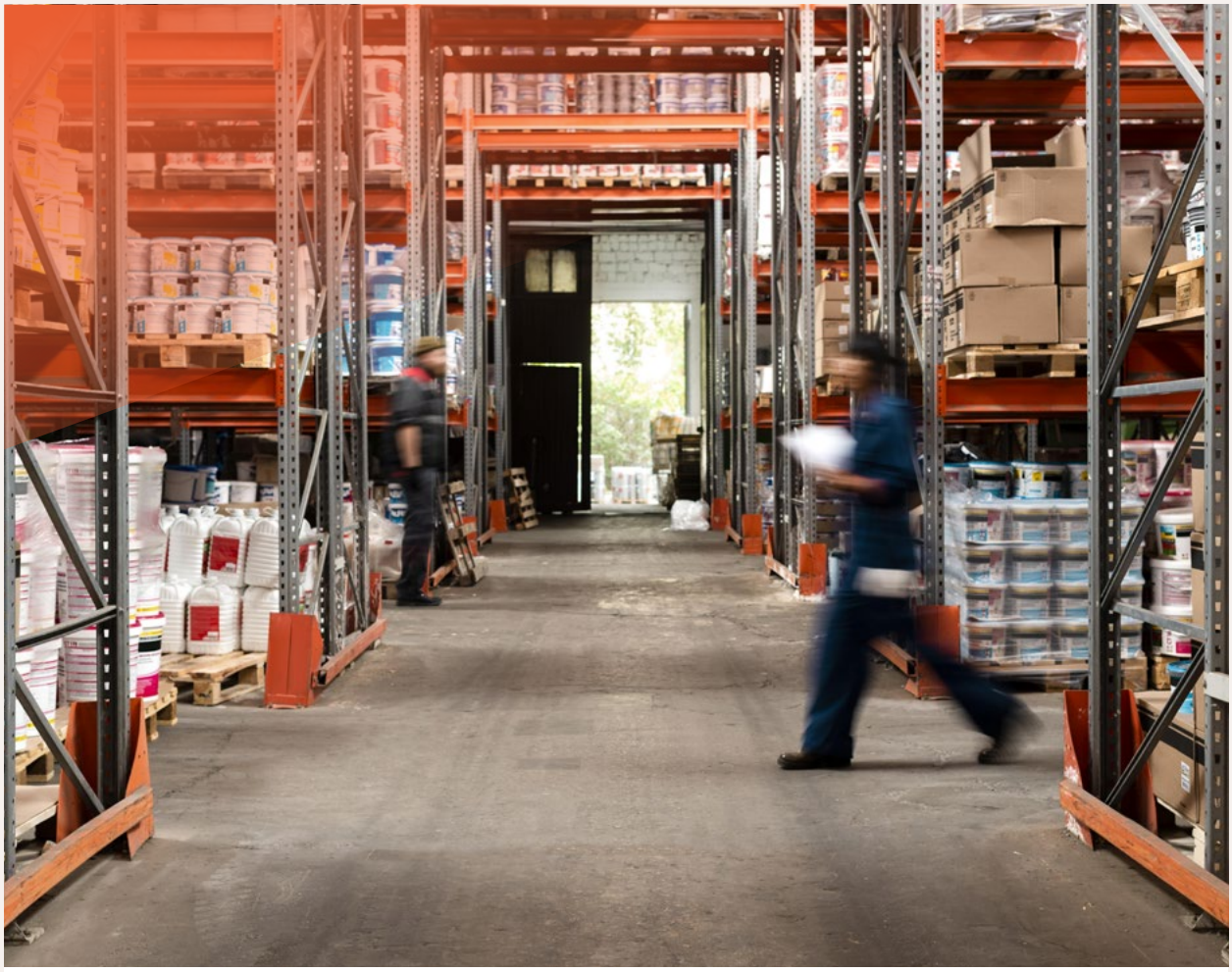
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LEKKER The Nice Agency. A Lekker publication for AHSPO

Snapshots



Air Liquide to expand manufacturing gas capacity

Air Liquide has announced the building of a new air separation unit (ASU) at its existing Fairfield facility in Yennora, New South Wales, as part of an investment to strengthen the supply of industrial and medical gases for Australian industries, including manufacturing. The facility will produce nitrogen and oxygen, to be used across sectors including food and beverage processing, healthcare, mining and advanced manufacturing. The new ASU is expected to begin operations in 2028. The new site will increase local supply chain reliability for industrial and medical gases across Australia, while expanding the company's existing air gas production capacity. We look forward to hearing updates as the project progresses.

Snapshots

Strategy and funding for a thriving health and medical research sector

In the 2026-27 Budget, the Australian Government announced $500 million over the next four years to increase investment in medical research through the Medical Research Future Fund. Investment will grow each year from 2026-27, with grant funding to reach $1 billion a year by 2030-31. This announcement will allow the continuation of many local health and medical research projects and continue to strengthen Australia's health and medical research sector. As we've seen through our partnership with the Australian Medtech Manufacturing Alliance, funding local medtech is crucial to better health outcomes and a strong economy. We follow this with great interest.

Australia is paying hospital prices for failures in primary care

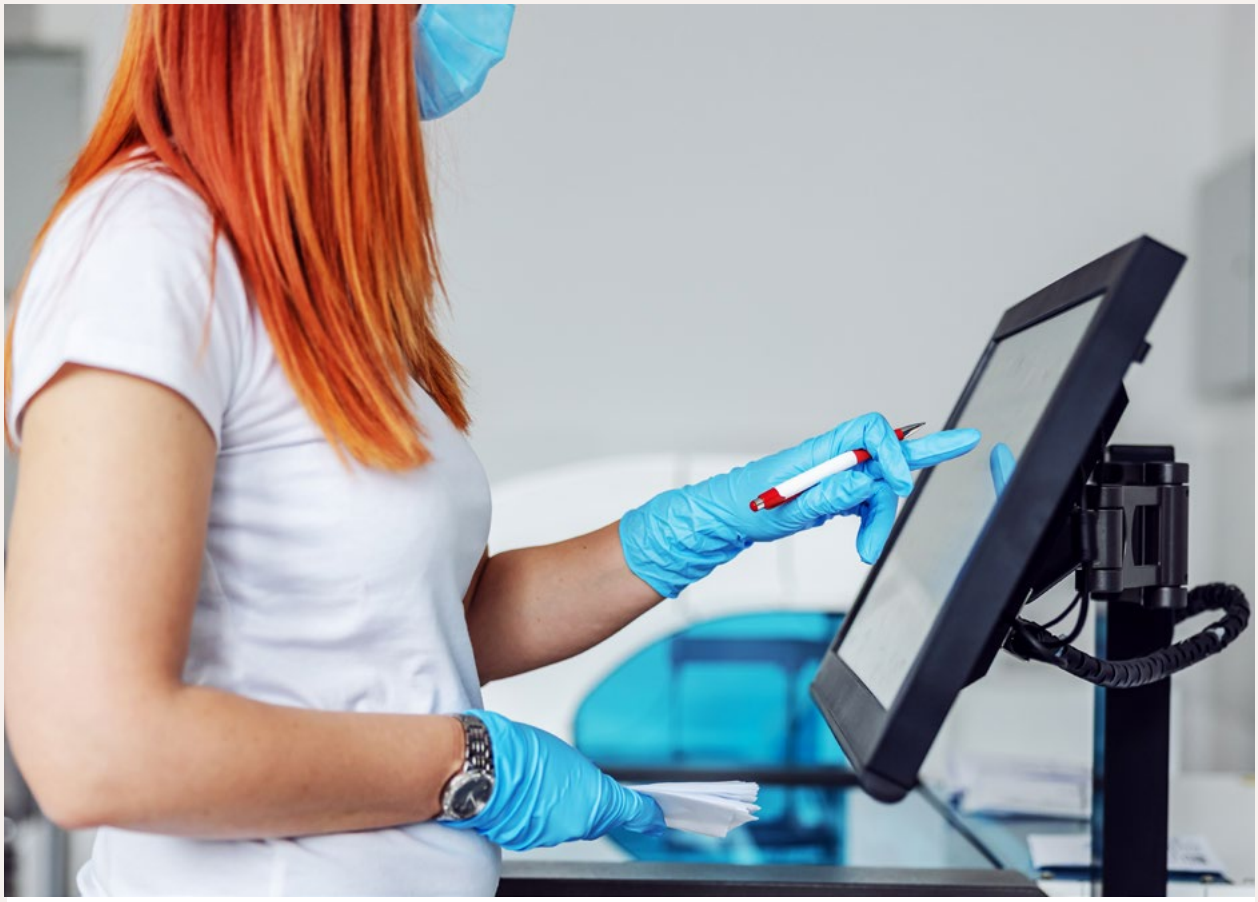
In a recent Op Ed, Dr Ramya Raman, an emergency specialist GP and practice owner, reflects on her experience of overburdened emergency departments. Dr Raman suggests the government's usual response is more funding, but that doesn't tackle the core problem. In his view, Australia isn't investing enough in general practice. GPs can manage disease, detect illness early, coordinate care, and help manage mental illness. Patients cannot always afford timely access to care, so problems that begin earlier and more cheaply in the community end up in hospital. In Dr Raman's view, a re-examination of Medicare and bulk-billing clinics, is needed to examine if there is a better way to fix the system.

New collaboration aims to transform eye health of Indigenous Western Australians



A new collaboration between Aboriginal Medical Services, The Fred Hollows Foundation, Lions Outback Vision, and The University of Western Australia is coming together to improve access to community eye care. The partnership is seeking to mobilise $13.25 million to strengthen community-led care, expand telehealth and outreach, improve access to cataract surgery and grow the Indigenous eye health workforce. Over five years, the collaboration aims to provide 51,300 eye screenings, 27,000 telehealth consultations, 6,210 cataract surgeries, and 432 outreach clinics. It also supports 1,350 people through care coordination and aims to reduce cataract waiting times by up to 50 per cent. This is a wonderful collaborative effort from across NFP, health services, and higher education - we wish the program success.

Snapshots



TGA and manufacturers respond to 60 Minutes investigation into medical devices

The TGA has responded to the recent 60 Minutes investigation "Help That Harms". The report alleged that Australia's Therapeutic Goods Administration (TGA) puts patients at risk by relying on foreign approvals for medical devices rather than conducting rigorous local testing, citing 150,000 annual incidents of device-related complications.

In response, the TGA and industry representatives rejected these allegations, defending their regulatory framework as a robust, risk-based system that balances patient safety with timely access to life-saving technology. Patient advocacy groups further criticised the report for potentially scaring patients into abandoning medically necessary treatments, emphasising that for most users, the benefits of these devices far outweigh the risks discussed in the investigation. As a valued partner to AHSPO, we stand by the TGA's thorough and considered response.

President's Report

Welcome to our third Journal of the year.

Another conference has come and gone. It's always wonderful when we all come together as a community to share information, learn new things, and have fun while we're at it.

I'm thankful to our members, old and new, who have helped make AHSPO the community and force it is today. Despite many changes in trends, policy, emerging technology, and supply chain disruptions, we are a community that adapts to change, and we're thriving. These changes have culminated in our exploration of one of the latest influences: "AI in Healthcare and Procurement" - the theme of this year's conference.

This year's conference had many highlights for me, including Mark Cameron's keynote on how we can better prepare our organisations for AI and what strategies we can use to make the most of it. Joel Selwood's speech was compelling, sharing his leadership experience at Geelong, coping with personal tragedy, and how we can become better leaders.

A big thank you to everyone who attended this year's conference; it would not have been possible without you.

As always, look after yourselves, and each other.



ALDO SANTO
President

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AI IN HEALTHCARE + PROCUREMENT

CONFERENCE 2026 WRAP

Over two hundred attendees came from across Australia and the world to celebrate our 36th annual conference at Mantra Lorne.

Every year we bring our community together to reconnect, build knowledge and make memories. This year's conference centred on how procurement, business and health leaders can harness the power of AI without leaving people behind. The event began Wednesday afternoon, when Aldo officially opened proceedings and invited everyone to view the exhibitor showcase.

DAY 2

THE WELCOME

To begin proceedings, Aldo greeted us with his usual vigour and discussed the rapid development of AI, and its profound effects on local and international supply chains. Additionally, healthcare is experiencing parallel shifts driven by emerging technologies and evolving policy frameworks.

According to Aldo, the changes we are currently experiencing present opportunity and risk:

> **"TECHNOLOGY DOESN'T SOLVE PROBLEMS, PEOPLE SOLVE PROBLEMS."**

Technology is a tool to enable us to solve problems. By coming together, we have the power to shape the future of AI, determine how we use it, and lead our industry forward.

Next, the conference MC, Emily Rice, was introduced. Emily discussed a personal story about her eight-year-old son making 'friends' with ChatGPT. For Emily, this moment illustrated that AI is far more than a passing trend - it's shaping our personal and professional lives. Emily concluded by noting that AI raises many ethical concerns for the next generation, and while it holds great promise, we still have much to learn. That is why we were gathered at this years conference.



Conference MC, Emily Rice



Managing Director of Coregas, Tarun Changrani

PLATINUM ADDRESS

LEVERAGING AI TO BUILD SUCESS

Tarun Changrani - Managing Director of our Platinum Sponsor Coregas, opened by detailing how they leverage AI across their operations. In Tarun's experience, AI is driving peak efficiency, minimising waste and supporting decision-making:

> "IT'S NO LONGER HOW MUCH GAS YOU HAVE. IT IS, 'DO YOU HAVE ENOUGH ON YOU?'"

For Coregas, AI is not about having more product; it is about efficiency - reducing waste and increasing responsiveness.

Tarun illustrated this by highlighting how Coregas remotely monitors and controls its air separation plants from a single core location, powered by advanced AI.

He concluded by taking the audience through a project that rebuilt and restructured the Coregas supply chain in just 31 days, using AI agents extensively for data collation and with customer calls. Ultimately, AI is transforming their operations by enabling far superior decision-making and predictive forecasting abilities.

DAY 2

KEYNOTE SPEAKER MARK CAMERON

AI TRANSFORMATION IN ACTION

The brilliant Mark Cameron was one of our first keynote speakers of the day. Mark is one of Australia's leading innovators and educators, helping business leaders navigate the AI era with confidence, clarity and impact.

Mark began by drawing a parallel between today's AI era and the early days of factory electrification. When factories first swapped steam engines for electric motors, productivity stayed flat because they kept their prior layout designed for central drive belts and pulleys. The real gains came a decade later, when leaders finally redesigned the factory around electric motors.

Drawing on this analogy, Mark warned business leaders that plugging AI into legacy workflows to do old tasks faster will fail. True transformation requires completely rethinking how the job gets done from the ground up

Australia currently has one of the lowest levels of economic complexity globally. At the corporate level, AI adoption remains limited, with most organisations using it merely to execute existing tasks more cheaply and quickly.

Mark warns business leaders that:

> "TAKING NO RISK IN A WORLD OF AI DEVELOPMENT IS INCREDIBLY RISKY."

However, when organisations invest in AI, it can speed up work across the organisation and create real business value. In Mark's experience, businesses often struggle to maintain AI momentum when they run AI projects independently, without a unified strategy, and focus solely on reducing costs or increasing speed.

He sees businesses succeed when they:

1. Prioritise people during the AI transition, focusing on using technology to empower human potential rather than replace it.
2. Develop AI-related skills and cognitive abilities, such as collaboration, critical thinking, and creativity.
3. Utilise AI as a "thinking partner" rather than solely as an automation tool.
4. Push AI by asking challenging questions to drive AI towards novel solutions.

Mark concluded that AI is still developing on an exponential curve, and people need to focus on continuous learning rather than individual use cases, which could quickly become outdated.



Mark Cameron

DAY 2

TRACEY DUFFY

AI AND THE REGULATORY ROADMAP

After morning tea, AHSPO favorite Tracey Duffy discussed how the TGA is addressing the regulatory and product safety challenges posed by AI.

> "MANY PEOPLE DEVELOPING AND DEPLOYING AI IN THE HEALTH SECTOR ARE TAKING A 'CATCH ME IF YOU CAN' APPROACH. THEY ARE WAITING FOR THE TGA TO CATCH UP TO THEM."

Emerging AI companies are increasingly exposing Australians to unregulated, untested systems that use patient data without consent. The TGA is frequently challenged by developers who skirt around regulations so a device, software or AI doesn't have to be registered - even if it performs therapeutic functions, it is a medical device by law.

While AI developments are happening at warp-speed, the challenge of regulating AI is not new. For the past few years, the TGA has been regulating the use of AI in medical devices. Here are some of the key project areas the TGA has worked on to help regulate AI in Australia:

- Launched in July 2026: Unique Device Identification (UDI)
- Published in 2025, 'Clarifying and strengthening the regulation of Medical Device Software including Artificial Intelligence (AI)' report.
- The TGA updated its guidance on AI chatbots and clinical support systems
- Conducted 12 Month Digital Scribe Review
- Over the last 12 months, developing new guidance on Clinical Decision Support Systems

To conclude her session, Tracey reflected on recent media reports challenging the TGA's performance, reiterating that AI in healthcare is a shared responsibility for all sector participants. It requires the whole health system to contribute. The TGA has several programs in place to continue regulating AI, and AHSPO will be critical to supporting this over time.


Tracey Duffy



Dean Whiting

DEAN WHITING

HOW AI IS APPLIED IN HEALTHCARE TECHNOLOGY

Next to present was Dean Whiting, CEO of Pathology Technology Australia, an organisation that supports and advocates for pathology technology manufacturers and providers. Dean's presentation focused on applying AI to healthcare service delivery.

Dean explained that AI works by recognising patterns and using probability calculations to generate the most accurate answer. Used in healthcare for years, AI now spans applications such as analysing medical imaging, reading blood slides, assisting robotic surgery, aiding drug discovery, and supporting GP scribes.

> "WHAT WILL THAT MEAN? WELL, IT'LL MEAN FASTER DIAGNOSIS, ESPECIALLY FOR THE REALLY RARE DISEASES A DOCTOR MAY SEE ONLY ONCE OR TWICE IN THEIR LIFETIME."

AI has also been applied in complex activities such as genomic sequencing and screening. AI can break down a sequence in a matter of hours, identify abnormalities in a gene, and determine the necessary treatment - a huge speed increase over relying on human brain power. Technology is advancing to the stage where it is even possible to manufacture a gene and reintroduce it into a patient.

Dean emphasised AI can have transformative potential for faster diagnosis - particularly for rare diseases - and to help predict future viral mutations, contributing to a more productive society and reduced healthcare costs. With the right level of regulation and caution, AI is, and will continue to transform healthcare delivery. In his own words, "Using AI constructively is going to change everything about the world, and I think it will change it for better."



James Piplios

DAY 2

JAMES PIPLIOS

FITTING AI INTO THE PROCUREMENT LIFECYCLE

After lunch, James Piplios, Director of Procurement at Austin Health, spoke on the evolving role of AI in the procurement lifecycle.

James began by sharing a story about how he initially used AI for simple everyday tasks like drafting emails, summarising lengthy documents, and conducting research. However, his perspective shifted as he realised the technology's broader potential to uncover blindspots, detect complex patterns, and flag risks before decisions were finalised. He even highlighted how companies are using AI to navigate and negotiate contracts.

James emphasised that procurement truly earns its value by understanding the market, testing specifications, challenging demand, planning implementation, and balancing risk, value, and outcomes. By augmenting these core functions, AI enables procurement teams to operate with far greater visibility, insight, and time to make decisions.

As we've heard time and again from presenters, AI can be beneficial, but only if clear use cases exist, not just by forcing it into existing workflows. Is this a reason to ignore or avoid AI? Of course not, but it does mean we have to think about the use case to make it worth it. If AI helps us reduce waste, avoid unnecessary freight, reduce expired-stock work, or make a better decision before a poor decision creates years of operational costs, then there may be a strong case for using it.

James summed things up by posing an important question: is AI a tool, a threat or a turning point? In his opinion, it's probably all three. A tool when it helps us work better, a threat when it makes poor thinking look complete, and a turning point when it helps us see more clearly before we make a decision. Something to consider for every procurement department looking towards the future.

> "THAT'S WHERE THE OPPORTUNITIES LIE. NOT TO REPLACE THE SKILL PROCUREMENT HAS BUILT OVER TIME, BUT TO RECONNECT THE RELATIONSHIP KNOWLEDGE, THE MARKET KNOWLEDGE, THE PROCESS DISCIPLINE, THE GOVERNANCE, THE HUMAN JUDGMENT AND NOW WE CAN THEN ADD THE VISIBILITY AI CAN PROVIDE ACROSS ALL OF THOSE."

DAY 2

THE NHS SUPPLY CHAIN LANDSCAPE AND GLOBAL COLLABORATION

Our final presentation for the day was a joint presentation by Thomas Crouch and David Lightening.

THOMAS CROUCH

HCSA AND AHSPO PARTNERSHIP

Our final presentation for the day was a joint presentation by Thomas Crouch and David Lightening our friends from the Health Care Supply Association (HCSA) UK. Thomas introduced himself and explained his role in procuring healthcare services as well as the function of HCSA, AHSPO's contemporary in the UK.

Last November, HCSA invited Aldo and accompanying representatives to attend attend the HCSA conference and tour the facilities at University Hospitals Birmingham and the Shropshire Healthcare Procurement Service. This visit strengthened the partnership between AHSPO and HCSA and provided valuable insights into how the UK healthcare system works.

"THE RELATIONSHIP BETWEEN AHSPO STARTED AS A SHOT-IN-THE-DARK EMAIL BUT HAS BECOME A REGULAR FORUM AND CREATED A GLOBAL COMMUNITY."

DAVE LIGHTENING

SUPPLY CHAIN LANDSCAPE

David Lightening then took the stage and spoke on his role as Director of Warehousing and Logistics at University Hospitals Birmingham (UHB) NHS Foundation Trust

David led a project to enhance the University Hospital Birmingham's patient experience by improving warehousing and logistics processes. A bit of a leap, one might think, but as we know, everything done in a hospital drives better patient experiences; better warehousing helps hospitals manage costs, protect patient safety, and increase operational efficiency.

"IF YOU CONSIDER THAT WE ARE RESPONSIBLE FOR 1.6 MILLION PATIENTS AND THAT THE SYSTEM WAS A SPIDER'S WEB A DYSFUNCTIONAL AND DANGEROUS SYSTEM."



Dave Lightening

Thomas Crouch

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The benefits of these actions led to less reliance on international supply chains, an increase in excess inventory such as masks, more availability and faster delivery of stock overall, and relieving nurses from the task of ordering stock.

Statistics, new buildings, processes aside, the biggest impact has come in helping save lives, and for any healthcare organisation there's no greater success than that.

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DAY 2

THE GALA

HEROES AND VILLAINS

This year's gala theme was "Heroes and Villains". Our members entered a top-secret alternate universe dressed as their favourite fictional characters. Cast your eye over the photos from a blurry, fun-filled night. Can you find the dashing hero, or the villain who prefers a bit of chaos?

Congratulations to the winner of best dressed: Jaye, the Supply Manager at Grampians Health.

THIS YEAR'S GALA EVENING RAISED $7,000 FOR LOCAL CHARITY, THE LAZARUS COMMUNITY CENTRE IN GEELONG.



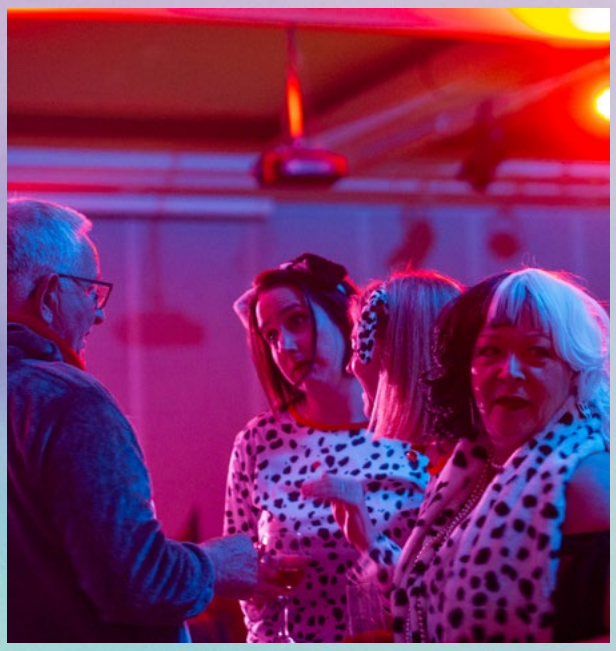
Best Dressed Winner - Jaye



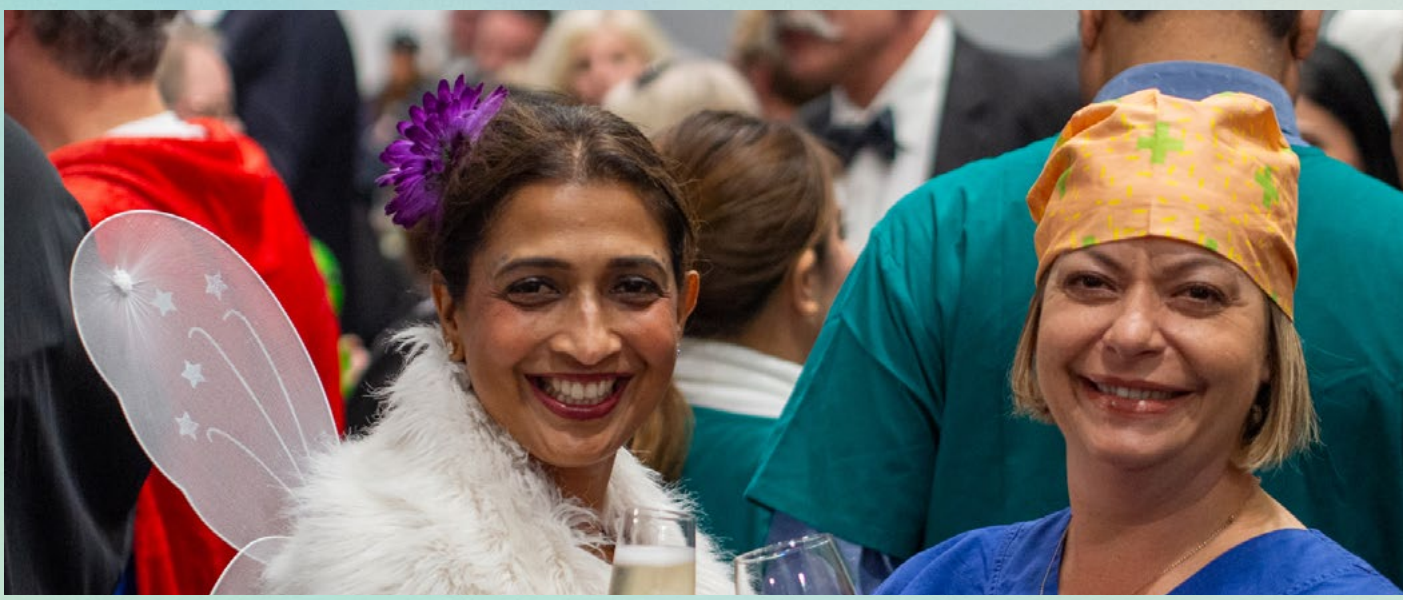


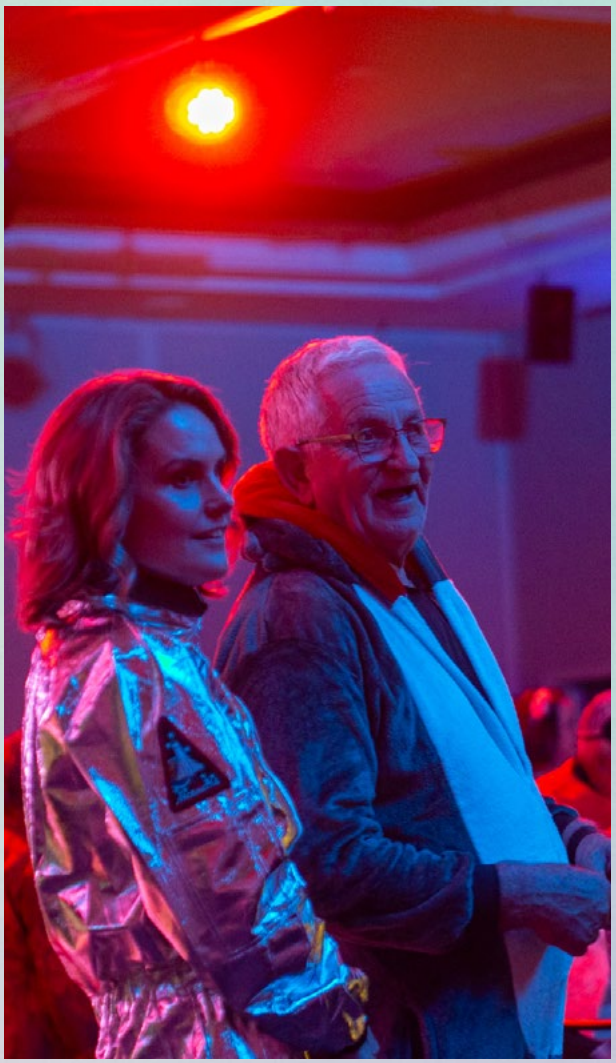

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DAY 3

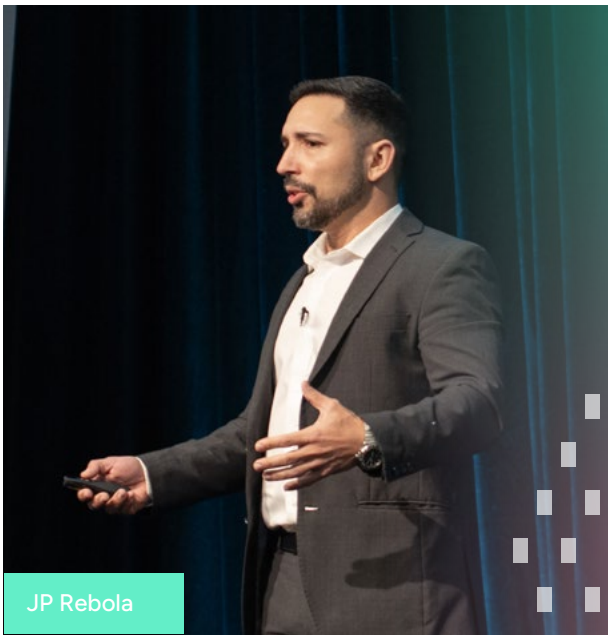
JP REBOLA

AI HEROES AND VILLAINS

Traditionally the toughest timeslot of any conference, JP Rebola, Managing Principal of BySide, brought energy to the morning of Day Three, taking the stage to discuss the commercial opportunities of AI growth and how to apply it.

JP began by contextualising the current economic landscape, noting how rapidly AI has evolved over the past three years and its significant negative impact on new job opportunities for young people.

> "AI IS BASICALLY PLAYING THE RESTAURANT GAME: EVERY SINGLE PROMPT DEMANDS EXPENSIVE CHIPS, COMPLEX SUPPLY CHAINS, AND MASSIVE ELECTRICITY. RIGHT NOW, EVERY NEW ORDER JUST LOSES THEM MORE MONEY. BUT THEY'RE PLAYING THE LONG GAME - PACK THE HOUSE, GET EVERYONE HOOKED AND DEPENDENT ON THE FOOD, AND FIGURE OUT THE MARGINS LATER."



JP Rebola

In the long run, JP noted that AI companies will inevitably need to become profitable. The key question is whether the technology will be integrated enough to convince consumers to pay for it.

Currently, adoption rates vary significantly across sectors. While approximately 22% of healthcare organisations are successfully scaling their AI usage, the procurement and supply chain sectors tell a different story: 60% acknowledge AI's value, yet only 6% are demonstrating it in practice. The gap widens when we consider that only 26% of conference attendees reported having formal AI policies in place.

To effectively implement AI into the workforce, JP stressed the importance of data privacy, warning against entering commercial or patient data into AI tools and advising users to configure settings that prevent their information from being used for AI training. Additionally, everyone should always exercise caution with the sources and files they upload and always verify AI outputs. AI will never replace human intuition, and it's not on the hook if the work a human presents is wrong. Always give AI the human insight and governance it needs.



Michel Hulzebos

MICHEL HULZEBOS

GS1 STANDARDS AND THE FUTURE OF HEALTHCARE

As the final content presentation of the day, Michel Hulzebos of GS1, a global NFP authority on data-capture standards, addressed how emerging technology can relieve mounting healthcare pressures.

With treatment costs surging by up to 50%, patient admissions rising, resource gaps widening, and systems aging, providers face an urgent need for efficiency. To stabilize operations, Hulzebos highlighted foundational standards like Unique Device Identification (UDI), 2D Matrix Barcodes, and bedside scanning initiatives to establish seamless, end-to-end traceability.

These frameworks provide the essential groundwork for deeper digital integration. As Hulzebos declared,

> **"AI IS NO LONGER EMERGING. IT'S NOT AN EMERGING TECHNOLOGY. IT'S HERE, AND IT'S DEFINITELY REVOLUTIONISING HEALTHCARE".**

He concluded by challenging the room. If your organisation is exploring AI, essential questions need to be asked first:

- Can AI better manage transactions, scanning, and data analysis?
- How can AI provide a better feedback loop for suppliers?
- Is AI able to help reduce waste of money, time and resources?
- How can AI best help in our digital supply chain?

Exploring and answering these questions should be the first step to defining the role AI can play in your healthcare organisation.

DAY 3



Joel Selwood

JOEL SELWOOD

CLOSING KEYNOTE

Our closing keynote presentation for Day Three was by AFL legend Joel Selwood. Joel shared his lessons in leadership, resilience and teamwork.

Joel shared the tough loss of Gary Ablett Jr. to play for the Gold Coast Suns. He explained, however, that this move ultimately allowed the team to retain other valuable players. A big step for Joel was when he became captain of the Geelong Cats aged 23 in 2011.

> "I WOULD NOT RECOMMEND PLAYERS BECOME CAPTAIN SO YOUNG, ESPECIALLY WITH THE TOXICITY OF MEDIA AND SOCIAL MEDIA. IT CAN BE BRUTAL FOR YOUNGER PLAYERS, ESPECIALLY IF THEY HAVE KIDS GOING TO SCHOOL."

Over his sixteen-year career, Joel was thankful that his club minimised leadership changes. During his time there, he had two coaches, three CEOs, and two presidents. That consistency helped his football performance and personal success.

When Joel looked back on his career, playing in grand finals was a highlight for him:

"I played in six grand finals and won four of them at the end. The 2022 one was probably the best day of my life."

But 2025, the concept of loss was redefined in a challenging year for Joel when he lost two siblings in February 2025. Focus has turned to family, and put a new perspective on life.

"Unfortunately, we're finding it tough to grieve and dealing with the disbelief. At the moment I am just trying to look after mum and dad."

The Selwoods found comfort in Joel's precious one-year-old and three-year-old, who helped the family come together and heal. Joel emphasised how important maintaining routine through fitness, his continued involvement in football and most importantly, family are to him.

To close, Joel enjoyed a long Q&A with the audience and concluded by sharing his key principles for a high-performing team working together. Our thanks to Joel for sharing his engaging and emotional story with us.

JOEL'S RECIPE FOR TEAMWORK

- Consistent senior leadership
- Pushing standards to where they should be
- Holding people accountable
- Learning from wins and losses
- Creating an environment where people can be themselves

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9562		21G	Normal Flow	1.8	200
9561		25G	Low Flow	1.4	200
9560		28G	Micro Flow	1.6	200

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Housing	Polyethylene or Polypropylene
Push-button	Polypropylene
Drive spring	Polished stainless steel wire
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Contact us

Why Supplier Relationships are Important in the Age of AI and Automation

Cost savings are no longer the ultimate benchmark of procurement success. As supply chains face unprecedented volatility, traditional buyer-supplier relationships are evolving into collaborative partnerships.

WORDS BY STAFF WRITER JAIME WATTS

According to a Deloitte study[1], businesses with well-managed supplier relationships can reduce costs by 30% and increase efficiency by 20%.

Leading procurement teams and healthcare departments now treat key suppliers as core innovation partners, rather than mere vendors. This approach unlocks better risk management, lowers costs, and creates higher-quality, purpose-built products. Here are the top three reasons why investing in supplier relationships can benefit your business or procurement team.

1. Improved Risk Management

Risk mitigation is a core part of procurement that protects both operations and the bottom line. When buyers and suppliers collaborate, they manage risks more effectively.

For instance, working closely on product design allows for standardisation, which lowers manufacturing and logistical costs while minimising procurement errors. Additionally, high-trust relationships ensure that supply chain disruptions are flagged early, enabling proactive problem-solving. Research evaluating Vendor Stock Management (VSM) and collaborative systems in Australian hospitals shows that active supplier integration can reduce overall stockholding levels by 51%[2].

2. Lower Costs

Well-managed supplier relationships can improve pricing, volume discounts, and procurement efficiency. Consistent communication and high trust lead to more advantageous agreements and greater flexibility when negotiating contracts. Working closely with suppliers also lowers total cost of ownership, as shared data and workflows reduce logistics costs, quality defects, and administrative waste. Ultimately, strong supplier relationships boost financial performance while fostering a shared commitment to long-term success.

3. Higher Quality Products

Supplier partnerships foster innovation and collaboration at both product and commercial levels. A prime example of co-innovation is the Melbourne-based medical device manufacturer Anatomics[3], which works directly with hospital surgical teams (such as at St Vincent's Hospital Melbourne and Royal Brisbane and Women's Hospital) to co-design patient-specific 3D-printed implants. This collaboration demonstrates how industry can create specialised, purpose-built products that enhance both manufacturing and healthcare delivery.

How AHSPO Helps Build Relationships between Suppliers and Procurement.

For 70 years, AHSPO has connected supply chain teams with healthcare suppliers. Through a range of initiatives, AHSPO has helped transform standard buyer-vendor relationships into strategic partnerships.

Flagship gatherings, such as our annual conference, provide a dedicated forum for procurement and supply professionals to meet face-to-face and build networks and relationships. Beyond these major events, our specialised workshops and educational programs create valuable opportunities for buyers and suppliers to connect in both professional and social settings.

AHSPO not only hosts industry events but also creates ongoing spaces for active industry dialogue. It supports industry conversations and serves as a meeting place to exchange ideas and diverse perspectives. By uniting procurement professionals and suppliers under a shared purpose, AHSPO fosters deeper communication and trust necessary to build enduring, strategic networks.

We are proud to continue facilitating an environment where medical, supply chain, and manufacturing sectors can converge to address industry challenges, explore emerging technologies, and brainstorm collaborative solutions. As we look to the future, we will continue to champion collaboration and ensure our members have the network, opportunities, and tools to build resilient, world-class healthcare supply chains in Australia.



1. Milan Panchmatia, "What Makes a Supplier Relationship Truly Successful? – Part 1," Comprara, May 22, 2024, https://www.comprara.com.au/what-makes-a-supplier-relationship-truly-successful-part-1/

2. Sarunya Adirektawon, Anuchai Theeraroungchaisri, and Rungpetch C. Sakulbumrungsil, "Efficiency of Inventory in Thai Hospitals: Comparing Traditional and Vendor-Managed Inventory Systems," Logistics 8, no. 3 (2024): 89, https://doi.org/10.3390/logistics8030089

3. Monash Tech School, "Anatomics," Partner Case Studies, accessed October 2, 2026, https://www.monashtechschool.vic.edu.au/partner-case-studies/anatomics.

Social Pages

Conference Trade Marquee

What's an AHSPO Conference without the Trade Marquee? As always, we are proud of the enduring relationships we foster between procurement teams and industry suppliers.







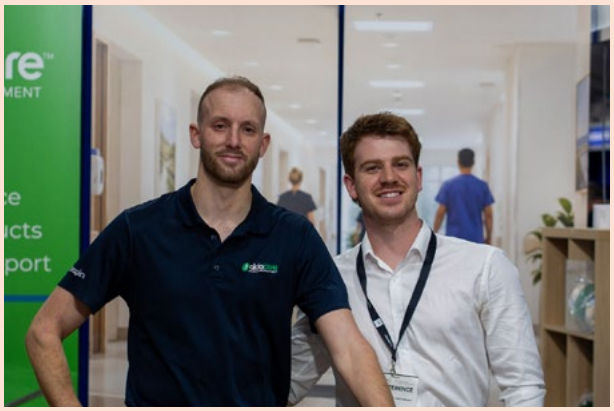

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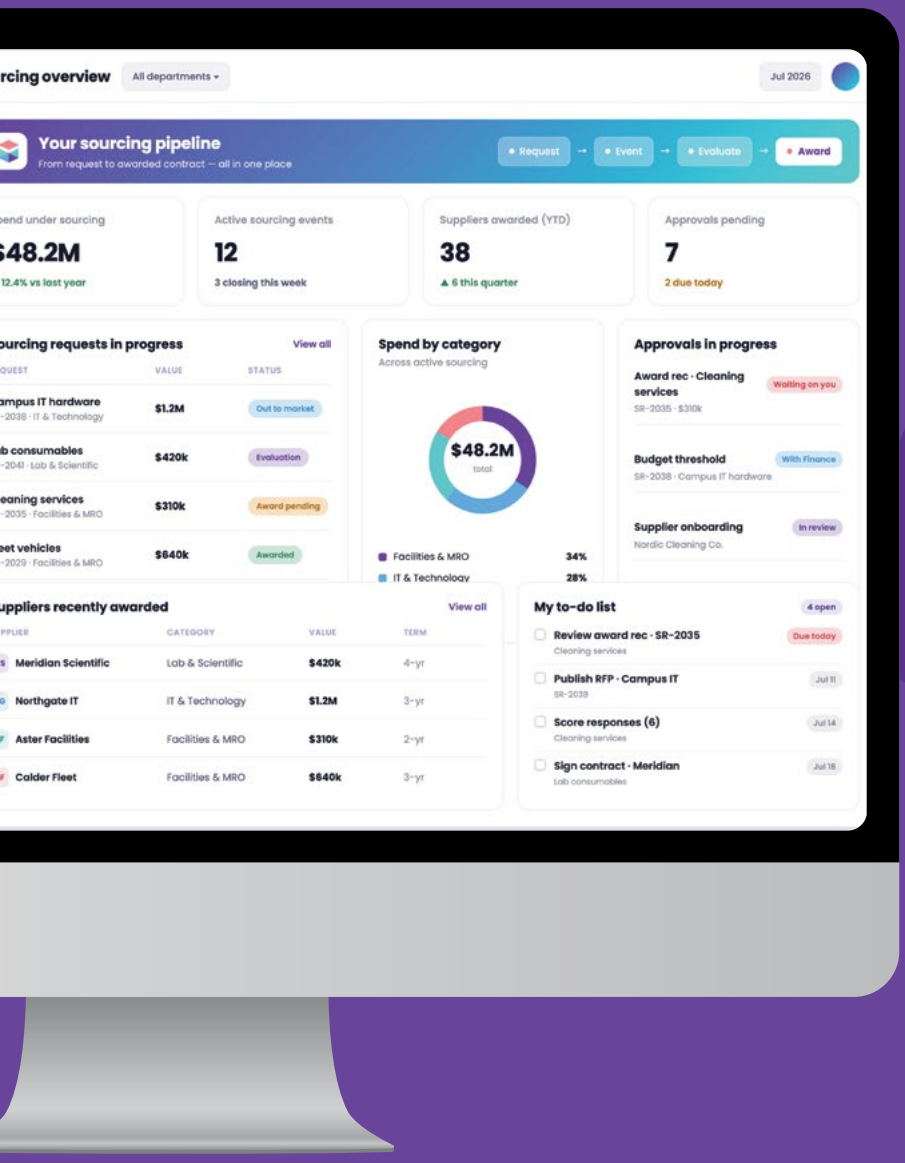
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Secret Wine Business

Welcome to my Spring/Summer Secret Wine Business Article for 2026.

WORDS BY PETER LACK

For this edition, I am reviewing a White Wine as we come into the warmer months and because a few of our members have recently asked me, “What’s the difference between a Pinot Grigio and Pinot Gris?”. As I have stated many times, I like to talk about wines just as much as I like to drink them, so thank you for this question.

All the authoritative sources I've researched, and the winemakers I have spoken to, agree: Pinot Grigio and Pinot Gris are genetically the same grape, a grey-skinned mutation of Pinot Noir. The difference lies entirely in style, ripeness, and regional tradition, not genetics.

These questions were very timely, as at a recent wedding we were served a wonderful white wine; Chapel Hill, The Parson Pinot Grigio from South Australia’s Adelaide Hills Region. So it made made sense for me to do a review on it!

Being a Pinot Grigio (Italian style), it is picked earlier, so it has a higher acidity, which gives the wine a lighter body. It’s fermented in stainless steel, which means its “freshness” is preserved, producing a dry, lean, bright, and refreshing wine. The Parson has flavours full of citrus, green apple, pear, with what the winemaker states is also a “mineral edge”, just designed for casual drinking during the warmer weather in spring and early summer.

A Pinot Gris (French Style) is a richer, more textural expression of the grape, more in keeping with French wines. It is picked at a riper stage, so it has a fuller body and has more aromatics. With less skin contact, it can seem to have more spice and is commonly not as dry, leaning into a sweeter wine. The wine experts say “its flavours are more pear, peach with spice, honey and almond tones”.

The Parson Pinot Grigiois a lovely example of what wine experts call “a modern Australian Pinot Grigio”, which is clean, zesty, and refreshing, with the cool-climate precision Adelaide Hills is known for. To me, it’s a wine that favours purity over complexity, highlighting the bright fruit and hint of acidity, which is beautifully balanced, making it a very easy-drinking style of white wine.



Aroma & Palate (as per experts' comments)

Flavour spectrum: Is pear, apple, melon with citrus of lemon, lime, mandarin peel also pineapple, lychee and a slight mineral and straw note. My thoughts are that it is a light-bodied, dry, and crisp wine with a clean finish and refreshing citrus bitterness, which I feel will differ based on what food you pair it with.

Food Pairing

We had it paired with a fresh Queensland Seafood entrée and a slightly spiced Lamb main. The Wine experts consistently recommend pairing this wine with: Pork, Spicy food, Mushrooms, Cured meats seafood, salads, and light pasta dishes. I agree with the experts; this wine needs to be served well-chilled. It got better the longer it was in the ice buckets at the wedding reception.

To me, this Chapel Hill, The Parson Pinot Grigio is a textbook example of what a refreshing Grigio style should be, perfect for warm Melbourne evenings, seafood lunches, or easy weeknight drinking. Its purity of pear and citrus, combined with Adelaide Hills finesse, makes it one of the most reliable and enjoyable styles of this type of wine.

And a final word on the question asked, "What's the difference between a, Pinot Grigio and Pinot Gris", same grape, different style, simple thing to remember is:

Grigio (Italian Style) = light, crisp, citrus-driven

Gris (French Style) = rich, textured, spice-driven

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

"Good quaffing"

AVAILABILITY

Dan Murphy's, BWS and all good 'Grog Shops'

COST

Ranges from $15-$18/bottle, cheaper in mixed quantities.

Who Am I?

Can you guess the identity of this immunologist, or will you skip directly to the hidden answer?

I was born in the Brisbane suburb of Sherwood on the 15th of October 1940. I received my bachelor's degree in veterinary science in 1962 from the University of Queensland. I began my career working as a rural veterinary officer for the Queensland Department of Agriculture and Stock, before taking up work as a laboratory-based researcher at the Department's Animal Research Institute. This is also where I met my wife, Penelope, who was a microbiology graduate; we married in 1966.

I continued my studies and obtained my PhD in pathology in 1970 from the University of Edinburgh, Scotland. I then returned to Australia to continue research at the John Curtin School of Medical Research within the Australian National University in Canberra.

In 1988, I joined St. Jude Children's Research Hospital in Memphis, Tennessee, as the Chair of the Department of Immunology, a position I held until 2001. During this time, my research focused on the immune system, and my Nobel Prize-winning work described how the body's immune cells protect against viruses. Rolf Zinkernagel and I became co-recipients of the 1996 Nobel Prize in Physiology or Medicine for discovering how T cells recognise their target antigens in combination with major histocompatibility complex (MHC) proteins.

I am still active in research on immunity to influenza, commuting between St. Jude Children's Research Hospital in Memphis and the Peter Doherty Institute at the University of Melbourne, where I now spend most of my professional time. I am also the author of several books, including A Light History of Hot Air, The Beginner's Guide to Winning the Nobel Prize, Sentinel Chickens: What Birds Tell Us About Our Health and Our World, and Pandemics: What Everyone Needs to Know.

Who Am I?

CHECK THE ANSWER HIDDEN ON THE CONTENTS PAGE.



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