

OUT THE GATE 2025

*Powered by the B+LNZ
Farmer Council and Kāhui*

**26 March 2025, Rotorua Energy
Events Centre**



Digital programme

Welcome

Kia ora, welcome to Out the Gate 2025 powered by Beef + Lamb New Zealand's Farmer Council and Kāhui.

Thank you for joining us! We look forward to conversations that tackle the big challenges head-on, hearing from experts shaping the industry and we hope to leave you with take-home insights that help you make better decisions on-farm.

Let's crack into it.



Thank you for your support of the B+LNZ Awards!

B+LNZ Awards Partner



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Farmer Council and Kāhui and supported by



Programme

10.15am **Conference opens**

10.30am **Ripple Effect** – Simon Quilty

11.15am **B+LNZ Highlight: On-farm trends, mid-season forecast big insights** – Julian Ashby

11.30am **Breakout Session One – The opportunity of productivity**

WSP **Sheep Productivity – Improving lamb survival and unlocking farm management opportunities** – Dr Mhairi Sutherland/Dr David Scobie

Skellerup **Beef Productivity - Dairy Beef** – Pāmu Farms/Samual Bunny/James Van Bohemen

Bay Trust **A view from the world stage** – Daniel Carson/Stu Ellingham

12.30pm **Lunch**

1.15pm **B+LNZ Highlight: Policy & Trade** – Dave Harrison

1.25pm **People shaping the future** – Shamubeel Eaqub

2.05pm **Breakout Session Two – People shaping our future**

Skellerup **Growing farm performance** – Lee Astridge/Shamubeel Eaqub

WSP **Investing to grow your future** – Craigs Investment Partners

Bay Trust **Opening the gate to the future** – Lindy Nelson

3.05pm **Afternoon tea**

3.30pm **B+LNZ Highlight: Researching the Future** – Dan Brier

3.45pm **Breakout Session Three – The future of farming**

Bay Trust **Turning technology into reality** – Kate Gwilliam/Jon Sherlock/Heather Gilbert

Skellerup **Gene Technology** – John Caradus

WSP **The future we don't know** – Bevan Sinclair

4.45pm **Conference closes** – Paul Crick



General information

Registration Desk

If you require any assistance throughout the conference please see the conference organisers at the Registration Desk in the foyer.

Wifi

Rotorua Energy Events Centre Wifi, no password needed.

Name Tags

Delegates are requested to wear their name tags to all sessions and social functions.

Mobile Phones

Please ensure that mobile phones and/or pagers are turned off, or silent, during all presentations.

Parking

There is plenty of complimentary parking at the venue.

No Smoking or vaping

This venue is a non-smoking facility, smoking is also not permitted in direct vicinity of the building.

Contact Information

For assistance during the conference please call Lea from On-Cue Conferences **Phone:** 021 1170916

Public Transport

Rotorua Taxis **Phone:** 07 348 1111

CityRide Bus Service **Website:** [Click to view](#)

Conference catering

All catering will be in the Foyer.

If you have advised us of your special dietary requirements, these have been forwarded to the caterers and will be available on a separate table. At the Conference Dinner, please make yourself known to the waiting staff and they will make the necessary arrangements for your special meal.

Medical and Emergency

Earthquake

In the event of an earthquake we advise guests to move away from windows and drop, cover and hold. If the earthquake is longer than 1 minute move to higher ground immediately once the shaking stops. Our assembly point is in the main carpark.

Fire

In the event of a fire alarm sounding please proceed calmly to the nearest exit. Our assembly point is in the main carpark.

New Zealand Emergency Services

Ambulance, Fire and Police. Dial 111 from any public or private telephone or mobile in New Zealand.

Local Police

Phone: 111 Emergencies, Phone: 105 non-emergencies
Address: 1190/1214 Fenton Street, Rotorua 3010

Chemist/Pharmacy

Unichem, 1181 Amohia Street, Rotorua 3010
Phone: 07 348 6028

Medical, after hours/Urgent

Lakes Prime Care | accident and urgent medical care
1165 Tutanekai St, Rotorua 3010 Phone: 07 348 1000

Rotorua Hospital

Corner Arawa Street, Pukeroa Road, Rotorua 3010
Phone: 07 348 1199

**OUT
THE
GATE**  **2025**



Speakers





Simon Quilty

Simon Quilty is a global meat trader and analyst based in Australia. He graduated with a Bachelor of Agricultural Science from Melbourne University in 1987 and has worked in the red meat sector in Australia and overseas for nearly three decades.

Simon's experience includes positions with Louis Dreyfus, ConAgra, DR Johnston and FC Stone.

In 2020, Simon established Global Agritrends Downunder, the Australian arm of the US parent company, where he works as an independent meat and livestock analyst. He also brokers swaps on behalf of large financial institutions in Australia, and brokers physical meat products around the world working with large international companies.

Simon also has a very active meat and livestock consulting business and works closely with meat processors, live cattle exporters, farmers and importers in Australia, New Zealand, India, China, Japan and the US.



Shamubeel Eaqub

Shamubeel Eaqub makes economics easy and fun. Shamubeel is the Chief Economist at Simplicity. He is also an author, media commentator and a thought leading public speaker. He graduated with Honours in Economics from Lincoln University and is also a CFA Charterholder.

He has over two decades of experience as an economist in Wellington, Melbourne and Auckland in leading international banks and consultancy companies including ANZ Bank, Goldman Sachs JBWere, NZIER, Sense Partners and Simplicity.



David Letele

Having grown up with a father who was the president of the Mongrel Mob and in and out of prison throughout his childhood, Dave understands what it means to struggle. It took a near-death experience to pull him out of a downward spiral. From there, he embarked on a journey that led to him owning several businesses, playing rugby league all over the world, becoming a professional boxer, losing almost 100 kg in body weight, and starting over.

Dave's company Buttabeen Motivation works with public health and social service providers across Auckland to deliver highly effective programmes to improve the health outcomes for obese people. His bold and no-nonsense approach has changed thousands of lives in his community and around New Zealand.

In 2022, Dave was awarded with the Kiwibank New Zealand Local Hero of the Year Award for his incredible work.

Leading deep dive interactive sessions



Dr Mhairi Sutherland

Mhairi completed her doctorate studies on animal science, physiology and welfare in sheep, cattle and pigs at the University of Illinois US.

After 3 years as a researcher and teacher at Texas Tech University, she moved back to New Zealand in 2009 and worked as a scientist in the Animal Behaviour and Welfare team at AgResearch until moving to B+LNZ in 2020.

In her role as Senior Scientist, Animal Health and Welfare Research, she is involved in leading and managing projects related to ewe and lamb survival, ectoparasites, early disease detection and enhancing animal welfare outcomes. She is also involved in managing the Hill Country Futures programme.



Dr David Scobie

David Scobie (Scobie) grew up in outback Australia on what was then a pastoral lease running sheep, before going on to study and complete a PhD on the effects of stress hormones on wool. He then landed a job at AgResearch where he has spent most of his career.

He has been involved in a range of research including how to breed low-cost easy-care sheep and sheep without wool, along with greenhouse gases, nitrate leaching, farm systems, and agroforestry.

In 2023 Scobie joined Lincoln University as a Senior Lecturer where he teaches animal welfare, reproduction, feeding, breeding and the environmental impact of ruminant livestock.



Sam Bunny

Sam is the General Manager for the Lower North Island at Pāmu, based in Taupo. With a background in agriculture and farm management, he has been a key player at Pāmu for over 15 years.

Managing his first sheep and beef farm in 2010, Sam became the Farm Business Manager of Pāmu's largest farm, Rangitaiki Station in 2013, before moving on to become a Dairy Business Manager. He took on his current role in 2023.

Sam holds a Bachelor of Commerce in Farm Management from Lincoln University. His expertise spans across scalable operations and people management, strategic planning and business strategy.



James Van Bohemen

James van Bohemen is the Farm Business Manager at Pāmu's Rangitaiki Station near Taupō. The 8,300-hectare operation includes sheep, beef, and deer breeding as well as finishing units and an intensive bull beef system.

Through his innovative leadership and management of Rangitaiki Station, James has focused on creating sustainable and profitable farming systems, emphasising simplicity and repeatability. James' work has resulted in recognition including being awarded the prestigious Rabobank Business Management prize.



Daniel Carson

Daniel is the founder of Alps2Ocean Foods, a Māori-owned agri-business pioneering sustainable beef production in Aotearoa. Alps2Ocean develops high-value brands and manufactured foods for export, starting with the all-natural Mīti protein beef bites.

Daniel's diverse background in relationship management, technology sales, and a decade of hands-on farm management has provided unique insight into how data, science, and Aotearoa's regenerative farming systems can meet growing global demand for low-carbon, high-quality nutrition.

Daniel is partnering across the industry to develop the Mataora system—transforming surplus dairy calves into a new young beef stock class creating a manufacturing beef ingredient scientifically proven as the most carbon-efficient of its kind.



Stu Ellingham

After graduating from Lincoln University, Stuart farmed in Hawkes Bay for 13 years. In 2000 he was awarded Tararua Farmer of the year and is a graduate of the Executive Development Programme for Primary Producers in Sydney and the Meat Executive Programme in Melbourne.

In 2007 he joined Horizon Farming Limited. He led a major restructure of the company and was Managing Director until late 2023. He now chairs the Board.

Stuart has held several governance roles and helped lead the establishment of Growing Future Farmers.

He currently holds several directorships, advisory board positions, and runs his own farming company, MRH Ltd.



Lee Astridge

Lee has a 30-year career in working with business leaders to maximise the performance of their people, and over the last 20 years has specialised in working with farming business and allied services. Her focus is on recognising the people, system and behavioural changes that will drive improved performance.

As one of the founders of No8HR Lee understands what it means to be a business owner as well as bringing years of experience in leadership, HR and people development roles. This includes global experience gained in a range of roles across senior leadership, governance, operational board and management.

Lee's style is pragmatic, engaging and results orientated.



Craigs Investment Partners

Mike Johnson

Mike joined [Craigs Investment Partners Hamilton branch](#) in August 2024. Prior to this, Mike spent over 20 years overseas working for global investment banks Macquarie and Jefferies. As a managing director, he led teams across advisory, asset management, and equity capital markets.

Fleur Gardiner

Fleur Gardiner joined Craigs Investment Partners in 2013, based in the Gisborne branch. Prior to this, Fleur held senior roles at Telecom New Zealand and GE Consumer Finance, in the UK.

James Twist

James Twist joined [Craigs Investment Partners Rotorua branch](#) as an Investment Adviser in January 2002. With a background in farming, he completed his tertiary education at Massey University and then worked for National Bank Rural for nine years - his last role there as the Regional Manager for the King Country Waikato.



Lindy Nelson MNZM

Lindy is a visionary leader who describes herself as a woman on a mission - amplifying the connection between women, leadership, food, and global sustainable goals.

She founded Agri-Women's Development Trust in 2010, seeing over 5,000 women go through its programmes, and is currently Chair of Safer Farms.

Lindy has reshaped the conversation around women in farming, unlocking the contribution of untapped female talent. She has also taken on the tough topic of on-farm health and safety, moving it beyond compliance to a culture of care.

In 2015, Lindy's contributions to agriculture and women led her to become a Member of the New Zealand Order of Merit.



Kate Gwilliam

Kate Gwilliam has been deeply involved in Agritech startups and businesses for over 15 years, bringing a wealth of experience and expertise to the field. Currently, she heads up the North Island team at Halter, where she plays a pivotal role in driving innovation and growth.

Alongside her husband Tom, Kate owns two dairy farms in the Manawatu, housing 1,100 cows, where they have successfully implemented Halter's technology for the past two years. This hands-on experience provides her with valuable insights into the practical applications of virtual fencing.

Before joining Halter, Kate was part of the founding family at Levno, a New Zealand Agritech company specializing in on-farm sensing and monitoring solutions. During her tenure, she contributed significantly to the company's growth into an international enterprise.

With her passion for agriculture and technology, Kate continues to make meaningful contributions to the industry, helping farmers maximize efficiency and sustainability.



Jon Sherlock

Jon is the B+LNZ Mid Northern North Island Farmer Council Deputy Chair. Alongside his wife Fiona, they run a sheep and beef farm in Waingaro.

Jon started his career as agricultural consultant before pivoting into IT, database development, and financial analysis in the UK. Jon later became Managing Director and a shareholder of iFarm, providing livestock market reports to the industry.

Jon is passionate about the use of technology and innovation to help cut through the headwinds facing their family farming business.



Heather Gilbert

Heather grew up on the King Country family farm before studying agriculture at Massey. She started her ag industry career at Landcorp Farming Limited, where she managed Landcorp's Future Farmer cadetship. She then worked at Taratahi Training college, before joining the Total Ag team as a consultant in 2015.

Heather plays a key role in helping farmer clients and catchment groups with navigating environmental compliance, engaging with industry experts, and helping ensure farmers can meet their environmental requirements in practical affordable fashion.

Heather farms with her partner Elliot at Te Pahu. She is also a member of the B+LNZ Mid Northern North Island Farmer Council.



John Caradus

John is currently Chief Executive of Grasslanz Technology Ltd. He has a background in agricultural research with particular emphasis on plant breeding.

John was elected Fellow of the Royal Society of New Zealand in 2006, is an Honorary Fellow NZ Institute Agricultural Science, and Fellow Agronomy Society NZ.

He was elected a Life Member of NZ Grassland Association in 2018 and is a Past President of the NZ Institute of Agricultural and Horticultural Science, and the NZ Grassland Association. He is the current chair of the NZ Plant Breeding and Research Association.

John has authored more than 280 science journals, conference papers and book chapters.



Bevan Sinclair

Bevan is a Senior Technical Specialist at Microsoft, where he plays a pivotal role in working closely with New Zealand's public sector, education, and health sectors.

With over 25 years of experience in the IT industry in Wellington, Bevan has a rich background in government, service delivery and major IT partnerships.

Before transitioning to IT, he worked in the meat industry at AFFCO Fielding - Manawatu Beef Packers, continuing a family legacy as a third-generation meat worker.

Currently, Bevan leverages his extensive experience to implement Microsoft's Azure cloud solutions that enhance access to services for New Zealanders.