



31 July 2026

Cross Sector Smarts: Dairy Lessons for Beef

Andrew Marshall
Tasmanian Institute of Agriculture

What's on the menu

- The journey so far
- Running the show
- Grazing effectively
- Making life hard
- Making life easy
- New talent
- Tools and resources to use.

The journey so far

- School, shows, hobby farms and beef
- University, Bachelor of Rural Science
- Feedlot, harvest, rural merchandise
- Tasmania
 - Beef and dairy systems
 - Management
 - Young Farmer.



Running the show

- Given responsibilities in every role, starting with small parts of the business.
- Beef breeding management became dairy farm management.
- Dairy has more direct feedback with daily milk production. New technology gives beef more ability to track this.
- Pasture is the cheapest feed, maximising pasture intake and quality drives profitability:
 - Feed tests
 - Know what you're feeding.
- For beef and dairy, the end goal is the same:
 - Efficient
 - Sustainable
 - Profitable.



Grazing effectively

- Feed the system, healthy soil and pasture is productive.
- Grazing changes from season to season, when is the right time to graze?
 - Leaf stage
 - Animal nutrition requirements
 - Feed budgeting
 - Keep it simple
 - Every farm is different.



Effective learning

- Mix of mentors with experience, risk takers and methodical mindsets.
- Workshops, discussion groups, industry resources.
- Keep an open mind and listen to everyone, make the most informed decision you can.
- Use the industry research.
 - In depth research gives reliable results that businesses can use to improve.
 - Research is there to prove the theories and identify the challenges associated.



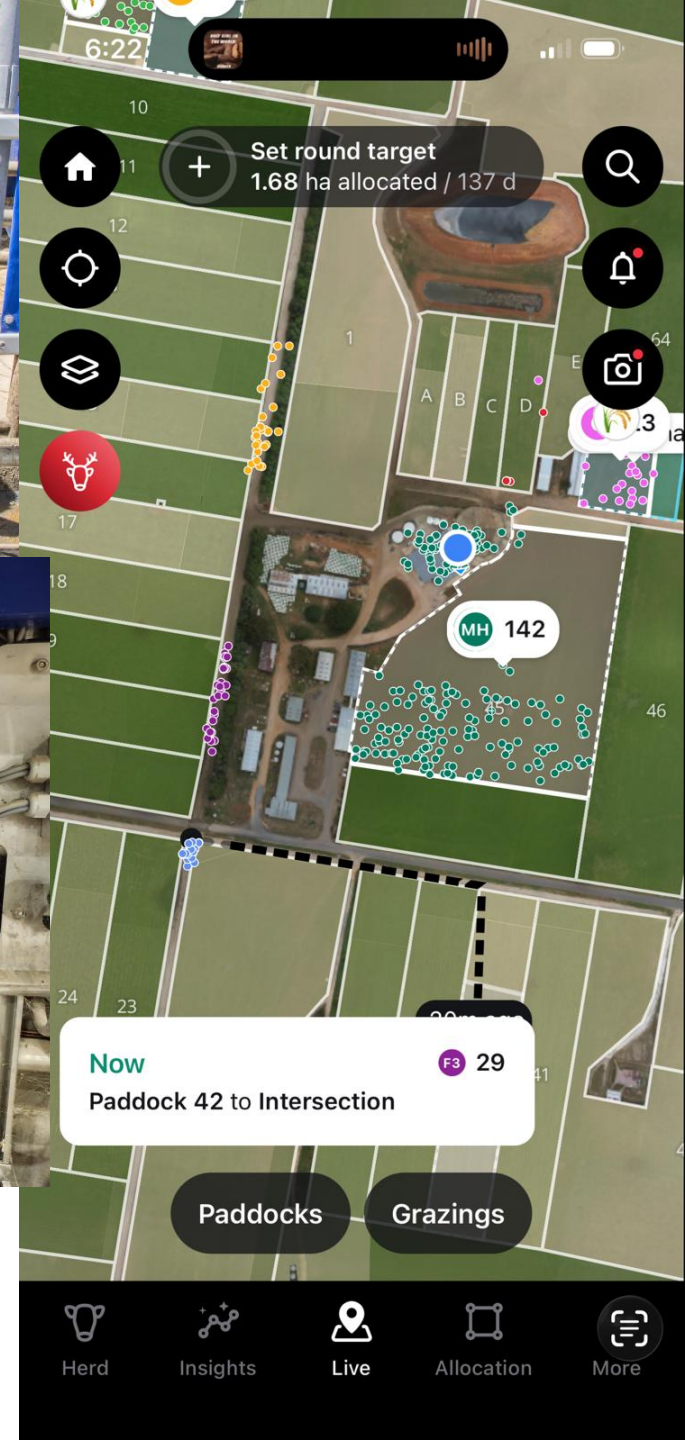
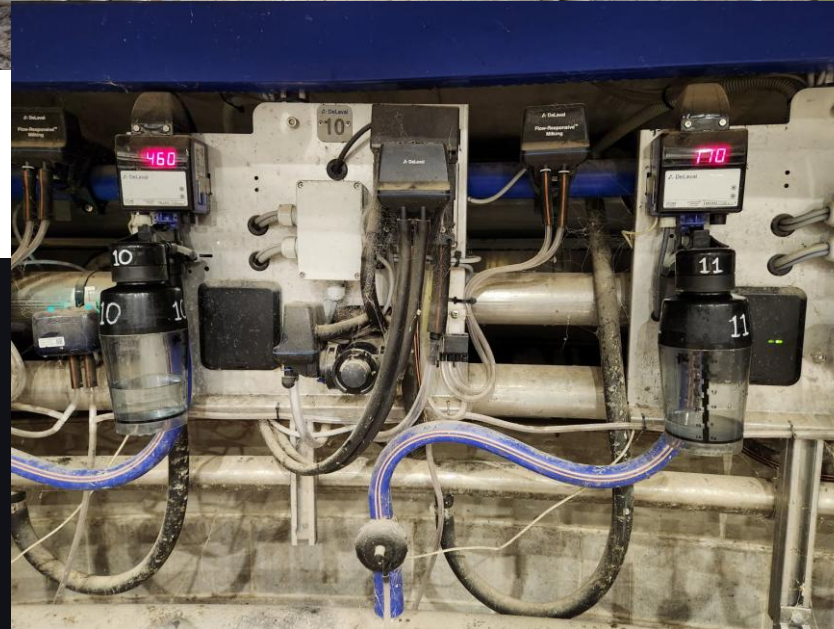
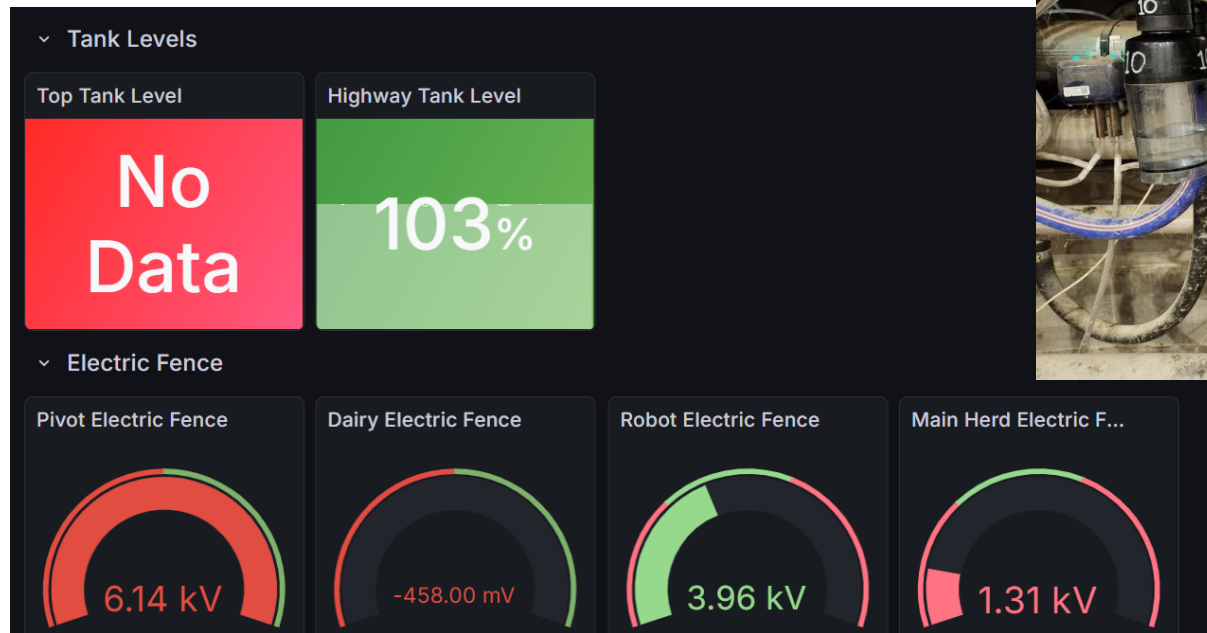
Making life hard

- Research collects useful data through replication, accuracy and attention to detail.
- The challenges are where the mistakes are made and where the most can be learnt from.
- Small changes in management can have big impacts on pasture productivity, animal health and overall profitability.



Making life easy

- Efficiency is key
- Technology is your friend
- Automate the system.



New talent

- School programs and work experience
- Apprenticeships
- Hire on attitude rather than skills
- Balance in the workforce
 - Skills
 - Experience
 - Work/life.

Top three take home messages

1. It's all about attitude.
2. Use the information available to make informed decisions.
3. Embrace change and it's never too late to learn something new.

Tools, resources & training

- TIA research and resources
- Technology- real time weight, grazing, rumination data
- Pasture growth tools - satellite, RPM, leaf stage
- Discussion groups, social media, YouTube, Google.



Dairy High 2
Project page



TIA Extension team
mailing list





31 July 2026

Cross Sector Smarts: Dairy Lessons for Beef

Andrew Marshall
Tasmanian Institute of Agriculture
0408 436 357
aa.marshall@utas.edu.au