Since in 1980s Tanzania has implemented agricultural marketing reforms that have involved state withdrawal from direct involvement in agricultural production, marketing has created changes that influence agricultural production. This study examines that influence of changes in produce marketing; input supply; and infrastructure and service provision on the farming systems of the Uporoto Highlands (UHs). Production increase through extension of farmland is no longer a viable option in the UHs because of increasing pressure on land from rapid population growth and growing needs of land for agricultural production. The crop composition of UHs has changed in favour of crops and varieties that demand greater use of farm inputs. Unfortunately, the traditional techniques of agricultural intensification including crop rotation; intercropping; and more frequent field cultivation per year involve greater mining of soil nutrients. The disappearance of traditional soil and land management techniques through construction of contour bunds, ridging and terracing also threaten the viability of these agricultural intensification techniques. Agricultural intensification through greater use farm inputs and better land management practices is essential. The findings of this study show that changes in agricultural market conditions have constrained agricultural intensification on the UHs. Farmers' adoption of agricultural intensification techniques has been constrained by, on the one hand, the faster increase of inputs prices relative to those of produce after the removal of input subsidies. Farmers' access to inputs has become more costly as private suppliers are located in distant urban centres. Farmers reap no economies of scale in accessing inputs individually. On the other hand, higher produce marketing costs due to poor marketing infrastructure; taxation by local governments; lack of competition between traders; weak bargaining power of farmers; and improper use of measurements and standards, have lowered farmgate produce prices. More efficient agricultural marketing systems are essential for attaining agricultural intensification. State 'intervention' is required to create conducive agricultural market conditions for the private sector's participation in agricultural marketing in rural areas. This involves improving rural
infrastructure; farmers' access to inputs and extension services; facilitating the establishment of farmer-based marketing organisations; and enforcing regulations for fair marketing practices.