



AS TANZANIA STRIVES to develop its mineral and energy resources and revitalize its basic infrastructure, **AGRA Earth and Environmental (Africa) Ltd.** (or AEE-A) is well-positioned to benefit from the opportunities opened up by work in these fields. In fact, it already has a large number of successfully completed projects under its belt.

This Tanzanian registered company – established in 1991 and previously known as Hardy BBT – is owned by AGRA Industries Ltd. and works in association with AGRA Earth and Environmental Ltd (AEE), the global engineering consulting firm with 155 offices in 22 countries, headquartered in Calgary. The Tanzanian staff can access the resources of this global network on a project-by-project basis, and can conversely be called upon to assist projects outside Tanzania.

AEE-A undertakes surface and groundwater, mining, energy, and environmental projects, all pivotal growing sectors in Tanzania and other developing African economies. In previous decades the clients for these types of projects were nearly always governments, aid agencies, and IFIs, with the money provided by donors or IFIs. However, the market for engineering consulting work in contemporary Africa is increasingly complex, with more cooperative financing including local and international private capital and lending in the mix. A good example are the environmental impact assessments done by AEE-A on the

Ocelot-TransCanada (OTC) consortium's Songo Songo gas pipeline project, with OTC and World Bank funding. A number of projects in the burgeoning mining sector have been completely private sector financed.

One effect of blended and private sector financing is more targeted, relevant, and sustainable project development where expertise, professionalism, and a track-record in the region are crucial to winning business. Because of this emphasis on sustainability, training and technological transfer are two capabilities that can tip the balance during the bidding process.

CIDA's long-term presence in Tanzania did, in fact, facilitate a number of infrastructure projects over the years and encouraged Canadian participation. For many Canadian companies currently working in Africa, CIDA proved a catalyst for developing an ongoing African revenue stream. Over the last ten years, AEE-A worked under contract for CIDA on three water management projects in Tanzania, as well as with CIDA INC on studies related to Songo Songo. More recently, AEE-A bid on the pipeline design for Songo Songo, where only private sector capital and IFI lending are involved. And AEE is currently working in Ethiopia on a massive water supply project for the city of Addis Ababa.

Bright Naimani, the Tanzanian engineer who manages the Dar es Salaam office, has witnessed some dramatic changes in his country over the last few years, though he admits the transition from old statist economics to a market-driven model cannot happen overnight. (His computers still suffer from occasional, usually brief, power black-outs.) But as the government sets its sights on attracting foreign investment and the mining sector expands, infrastructure deficiencies are addressed, and new energy supplies are tapped, Tanzania is poised to offer tremendous opportunity to companies across a wide spectrum. Naimani and AGRA Earth and Environmental (Africa) are optimistic they will continue to play a significant role in developing that opportunity, as their capabilities mirror the key sectors marking Tanzania's current needs and future growth.

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A stock exchange is to be launched during 1997.

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