

The conception and envisioning of the developmental trajectory of South Africa and Africa (S/Africa)'s Beneficiation Manufacturing industries and the challenge posed by the long-established global trade flows and transactional connectivity networks –

It is curious to seek to establish the global spread, or regionalized concentration, and the overall size of the world metal fabrication manufacturing industry. It is hoped that such collaborative global research initiative, comparative analysis and ranking will go a long way to calibrate world metal fabrication industries and provide the required strategic baseline to inform and guide the minerals-rich Africa 's currently formative and emergent envisioning to carve out strategic economic positioning to use its overall comparative advantage in in-situ mineral reserve holding to inform the development of the continent 's long-term trajectory scenarios of competitive export metal fabrication manufacturing enterprises. This calls for *emancipatory* conception of competitive *African industrialist entrepreneurialism* in the current context of the dynamism of the global competition for the locations of the productive value chain industries. Strategic direction and envisioning of the long-term trajectory of the optimization of S/African minerals and metal value-adding industrial linkages economics compact growth linkages is identified as both a challenge and exploitable opportunity of our time. It demands of S/Africa Inc. the courage of conviction, clarity of vision and self-reliant competencies to initiate stimulatory development of new venture creation (NVC) industrial enterprises. Industrialist NVC capabilities are fundamental input factors in migrating S/Africa to the desired competitive export metal (components) fabrication manufacturing capacities.

The currently formative and broad strategic envisioning of S/Africa's economic potential towards stimulating the development and optimization of the continent 's multi-tier minerals and metal value-adding industrial linkages and capabilities is identified as increasingly making it incumbent on and compellingly urgent for S/Africa Inc. and to interrogate the historically originated and contemporary structural imbalance of the geo-locations of the world metal fabrication manufacturing industry and the origin of product supply and trade flows in fabricated metal products. The comparative advantages in relation to both the African economic region 's collective and combined in-situ mineral reserves and the world industrial powers' technological advances requires S/Africa to work out and envision a competitive value proposition – and the industrialist entrepreneurial imagination is considered as the key success factor. Understanding and doing something about the underlying global competition tensions which continue to define and shape the *re-ordering*, in particular, of the desired equitable global spread of the locations of *global value chain (GVC)* industries – productive industrial linkages – is as vitally significant as it is to the comparative analysis of world economic regions' diversified metal fabrication manufacturing and categorized final consumable product export rankings. That is, what does it take for the minerals-rich African economic region to arise as the world economy's multi-tier minerals value-adding industrialization compact growth pole? Integration and optimization of the full spectrum of cohesive primary, secondary and tertiary minerals value addition industrial linkages including, in particular, the localized development of competitive export metal fabrication industrial capabilities represent the extent of the micro-economics of the overall calibration and aggregation of South Africa and Africa (S/Africa)'s exploitable economic potential for sustainable retention of job-creating and export-led industrialization compact growth. It is the desired envisioning of a composite and organic value proposition to foster and cultivate the emergence of an integrated optimization of multi-tier minerals value-adding industrial linkages which is hoped to stimulate and arise the emergence of competitive industrialist entrepreneurial endeavors, across

the post-minerals extraction value-adding industrial spectrum, by way of mobilizing all factors of industrial production including, in particular, identification and attraction of globally competitive industrial technologies and working at identifiable opportunities to access and/or creating export market possibilities. Primary minerals processing and secondary metal semi-fabrication industrial activities are vital metallurgical value-adding linkage stages towards, and as input feedstock into, the diversified tertiary beneficiation manufacturing production of final consumable metal products. It is the inherent challenge posed by the desired calibration of the economics of tertiary metal fabrication manufacturing production in and across S/Africa and access to established global trade flows connectivity networks which is, inevitably, determinant of the need for the structural transformation of the historically originated economic power relations between the minerals-rich S/African economic region and other major world regional consumer markets – to facilitate for the emergence of new origins both industrial production centres and global trade flows of metal fabricated consumer products. Whilst the African economic region is reportedly experiencing the rise of mass consumer market of almost over billion people, the African governments sector's collective public policy pursuit for resource nationalism particularly on mandatory intra-Africa minerals value-adding in general, and more desirable progressive tertiary metal fabrication manufacturing, holds no guarantee and certainty to access to and gainfully participate in the established global trade flows and transactional ties. For S/Africa to break into the established global procurement supply networks represents a herculean task particularly that arising from historically originated under-developed own intellectual properties (IPs) on product designs. Again, one of the critical challenges confronting S/Africa is largely to do with the reality of coming from a low base of comparative industrial capabilities including under-developed own *original equipment manufacturing (OEM)* product designs portfolio – patented *intellectual properties (IP)*.

Development of primary and secondary minerals industrial processing services sector across the minerals-rich S/Africa is of fundamental significant to compete for localized (intra-S/Africa) uptake of projects market opportunities in and across the post-minerals extraction industrial processing service needs. Much as S/Africa needs the development of geographical spread of primary and secondary minerals processing industrial plant infrastructure services sector, it also requires the additional development of globally competitive tertiary metal fabrication manufacturing plant capabilities – to ensure sustainable retention of localized (intra-Africa) tertiary industrial production of final consumable metal products. Primary and secondary minerals processing services offering are not about product specialization output but are more to do with the competitive applicable industrial facility technologies to process, enrich and convert the specific and combination of minerals and metal into specific product output. That is, whilst tertiary industrial metal fabrication manufacturing production is about industrial production specialization to manufacture final consumable metal products based on, largely, OEM product specifications and *contract manufacturing production (CMP) agreements*. This establishes the strategic baseline for the desired calibration of the economics of the optimization of the post-minerals extraction value-adding industrial compact linkages. Constructing the competitive value proposition to shape and come up with S/Africa minerals beneficiation industry growth roadmap requires coming up with, in particular, a compelling case for the emergence of competitive tertiary and export metal fabrication manufacturing enterprises and facilitated access to global trade market opportunities.

The desired overall viable economic trajectory of the cultivation of S/African minerals value-adding industrialization compact growth is to be found not only the strategic envisioning in the midst of the global competitive interests but also the pursuit of pragmatic calibration of the long-term S/African minerals beneficiation industry growth roadmap trajectories. It is out of such quantifiable profiling of opportunities for *new venture creation (NVC)* that will, in particular, inspire stimulatory development and formative emergence of the desired competitive African industrialist entrepreneur sector. The minerals-rich S/Africa 's pursuit for multi-tier minerals value-adding industrialization is envisioned and considered to hold out incomparable major source of both inspiration for the desired stimulatory and formative emergence of *African industrialist entrepreneur sector* and NVC industrial enterprise development and growth - and suggestive of than any other economic sector. The entrepreneurial acumen to envision, originate and initiate such *opportunity development (OD)* activity processes to build sustainable pipeline portfolios of diversified CMP agreements are identified as key determinant capabilities and micro-inputs in constructing the competitive advantage out of the comparative advantage of S/Africa 's collective in-situ mineral reserve holdings. Variable *technological industrial production (TIP)* specializations are key determinant input factors, at the level of tertiary beneficiation manufacturing, for the specialized industrial production of and at the behest of the OEM product specifications. Before anything else, there is a market expectation on the part of the aspirant African industrialist entrepreneur sector to demonstrate the industrial capabilities – in terms of employable TIP specializations, before being considered to secure any industrial production contract commitments.

MPBIASA's ongoing (industry sector) OD concept investigation and development y, as an activity process, on *African industrialist entrepreneurialism* – in and across the post-minerals extraction value-adding industry sectors, is inspired and informed by the horizon of the imaginative possibilities and exploitable opportunities which the Association is increasingly convinced that the minerals-rich S/Africa is gradually distilling and clarifying its overall formative envisioning to arise as the global economy's future minerals and metal value-adding industrialization compact growth pole. That is, the African industrialist entrepreneurialism – the entrepreneurial opportunism and spirit which is vitalized and sustained by both African governments sector's mandatory intra-Africa minerals value-adding on one hand and growing progressive global call for the structural transformation of the global economic power relations including, in particular, the use comparative advantages in mineral resources to effect the shift in the locations of GVC industries. It is the African industrialist entrepreneur sector – across the post-minerals extraction value-adding linkage sectors – which needs to made to arise as key human capital input to build on and take advantage of both African governments sector on one hand and the competitive dynamism of the discernible shifting of GVC industries. To effectively grasp the economic opportunity which is being heralded by the transformative pressures on the World Trade Organization (WTO) negotiations to advance the desired overall inclusive and equitable global trade in general and the absorptive integration of Africa into the mainstream global metal fabrication manufacturing industries, in particular, there is currently a compelling urgency for S/Africa to, more importantly –

- self-reliantly envision, develop *emancipatory* perspectives, conceptualize and configure programme models – through which to give practical expression to shaping up, desirably –
- a new frontier of S/African multi-tier minerals value-adding industrialization compact growth linkages economics.

The concept of *African industrialist entrepreneurialism* finds its origin of the courage of conviction and envisioning out of MPBIASA's years of gestation and empirical work in terms of the association 's assiduous interrogations and tenacious entrepreneurial probity in an effort to establish the pragmatic and emancipatory perspective to put up a compelling case and viable value proposition with which to competitively position the minerals-rich S/Africa so as to arise as the world economy 's new frontier of the optimization of the multi-tier minerals value-adding industrialization compact linkages and growth pole. In its over four years of formative envisioning and developmental gestation, MPBIASA is currently at the organizational development stage of have, arguably, clarity of thought leadership and visionary optimism – going found. That is, its developed and work-in-progress Integrated Action Programme (IAP) Platforms Framework architecture – based on differentiated yet complimentary purpose-specific S/Africa-fused allied work activity processes – is currently the only known value proposition for the development of S/Africa 's minerals beneficiation industry.

In conclusion, the African governments sector 's collective policy undertaking on resource nationalism to pursue the intra-Africa minerals value-adding and job-creating industrialization aspirations and interests needs to catalyze the stimulatory emergence of African industrialist entrepreneurial acumen and capabilities – to self-reliantly and ably compete on the global stage. The Association of African Development Finance Institutions (AADFIs) – including through its established collaborative ties with the Association of Development Finance Institutions in Asia-Pacific and Caribbean (ADFIAP) – to promote the offering of value chain finance is encouraging particularly in terms of productive NVC industrial enterprises across the post-minerals extraction value-adding industrial linkage sectors. Both MPBIASA's work-in-progress S/Africa-focused IAP Platforms Framework – Work Streams – and the AADFI-AIDFIAP's 1st CEO Forum Conference 2012 on the promotion of value chain finance are considered as key input contributions to reinforce the shaping up of and towards coming with S/Africa minerals beneficiation industry growth roadmap from the perspective of the combination of organized African industrialist entrepreneur sector and collaborative DFI sector alignment. What is still elusive target is working out an incorporated strategic positioning for the development of a compelling case for intra-Africa competitive export metal fabrication manufacturing value proposition. MPBIASA has developed value proposition to come up with an *Integrated Multi-level and Sector (IMS) Lobby Coalition Strategy* towards the development of industry-driven S/Africa Minerals Beneficiation Industry Growth Roadmaps and it is on the basis of this developed strategy that the association has initiated, in strategic partnership(s) with key corporate players, purpose-specific engagement and envisioning activity processes – which encapsulate the formative and emergent emancipatory conception of the 'stimulatory emergence of competitive African industrialist entrepreneurialism' as a generational motive force to self-reliantly catalyze and drive the desired development of the intra-S/Africa multi-tier minerals and metal value-adding industrialization compact growth linkages.

Watch the space.

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