**NEWS ARTICLE**

Shumani opens Cape Town office to service the Western Cape region

**18 October 2023:** [Shumani Industrial Equipment](http://www.shumani-industrial.co.za), the largest black-owned and managed industrial supplier of its kind in South Africa, officially launched its Cape Town regional office on 17 July, under the management of **Cray van Staden**.

A highly experienced professional with over 18 years’ industry expertise, van Staden’s exceptional drive and qualifications make him the ideal candidate. “With his deep understanding of the industry, having him onboard will significantly benefit our organisation,” comments Shumani MD **Victor Nemukula**.

Two technicians who bring a combined experience of over 33 years to the regional office have also been appointed. One specialises in engine combustion machines, while the other focuses on electrical machinery. “Their extensive knowledge and skills in their respective areas will enhance our operational capabilities,” adds Nemukula. In addition, a forklift controller with 27 years’ experience has been carefully selected for this role.

“Each member of our team has been chosen with great care to ensure that our business performs optimally and efficiently. We are confident in our ability to meet and exceed customer expectations,” highlights Nemukula. While boasting large clients with countrywide operations, Shumani initially subcontracted its Western Cape business to a third-party service provider.

However, this impacted the supplier’s value proposition of a two-hour response time and 24/7 service offering. It then decided to roll out a regional office in Parow Industrial, Cape Town, which has already attracted the attention of new and existing customers.

The selection of the new Cape Town premises was a deliberate process aimed at ensuring optimal convenience for valued customers. The location was chosen with the goal of being centrally positioned and allowing for easy access.

Situated in close proximity to major roads such as the N1, N2, and N7, Shumani can now guarantee swift response times when addressing customer needs. The Cape Town regional office is equipped with a fully functional workshop, enabling skilled technicians to perform major repairs efficiently and effectively.

“The facility enhances our ability to provide a comprehensive customer service, giving them peace of mind that their machines receive the necessary attention when required,” says Nemukula. The sizeable facility can accommodate 60 machines at once. It allows for efficient inventory management and rapid respond to rental requests or any other operational demands.

“As part of our expansion plans, we are also considering establishing a dedicated rental fleet for our Cape Town branch in the near future. This strategic initiative will provide our customers with an even broader range of options, further enhancing our ability to meet their needs effectively.

“Overall, the careful selection of our premises and the considered inclusion of key facilities and services demonstrate our commitment to delivering exceptional customer experiences and positioning ourselves for future growth,” says Nemukula

Shumani specialises in the provision of industrial materials handling equipment, catering to a wide range of requirements and sectors. Its offering encompasses various machines, from cleaning equipment to powerful 45 t container reach stackers. “We take pride in not only selling, but also maintaining, all the equipment supplied by our esteemed partner, the Goscor Group,” adds Nemukula.

The supplier’s key focus is the logistics, agriculture, and construction markets. Recognising the dynamic nature of these industries, it has strategically positioned itself to remain at the forefront of the ever-evolving business landscape. “Our commitment is to serve all potential customers who require our equipment for their business operations, regardless of their size, ranging from small-scale enterprises to corporate entities.

“There is immense potential for growth in our venture. Although we are new to the Western Cape region, we understand that establishing ourselves among prospective customers may pose a challenge initially. However, we are confident that once businesses align with us, they will swiftly recognise the tangible benefits and advantages we bring to their operations,” concludes Nemukula.

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**About Shumani**

Shumani Industrial Equipment is an official dealer representing a broad range of quality industrial and construction equipment, including the Goscor Group of Companies products.  Shumani, which means “Let’s make it work” in Venda, is a proudly South African black-owned company, managed within the industrial and construction market sectors. The company is responsible for the supply of the Group’s entire range of industrial and construction equipment to the local mining, construction, industrial, warehousing, and manufacturing market sectors.  The full support of the Goscor Group of Companies, and access to the Group’s massive pool of expertise and competencies, position Shumani as a trusted Level 1 B-BBEE industrial equipment provider committed to exceeding customer expectations.

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