

# AYSS Profile of the Month December 2009



**AYSS**  
SUPERYACHT  
GLOBAL NETWORK

## Profile of the Month - Dave Elton Del Shipping and Trading

Greetings to you all from a hot and sunny South Africa.



My name is Dave Elton and I am the owner and MD of Del Shipping & Trading, a ships agency situated in South African ports and I am very pleased to be the South African member of AYSS.

I have been involved with shipping in South Africa for thirty three years, mostly based in the country's largest commercial port, Durban. Since 1999 I have started and run Del Shipping and we have just celebrated our 10<sup>th</sup> anniversary in August this year.

Most of my experience had been gained with commercial vessels until the late nineties when we were asked to attend as agent to motor yacht "Lone Ranger" which called at Cape Town as part of a world tour for a sightseeing experience, fuel, provisions and repairs.

This was my first opportunity to work with the large yachts of the day or now commonly termed as the superyachts, bearing in mind that South Africa and Africa in general was not viewed as a destination by the majority of vessels.

For many years we did not experience another super yacht passing or calling at South Africa, until after democracy, when the world once again focused on the country and the country opened up to the world. Our next and real superyacht was "Meduse," which due to her size, bravely called at South Africa and captivated the South African population at large with many turning out on the quay for a first hand glimpse of a superyacht!

Since then we have had annual visits from some of the largest and grandest of superyachts today as well as many of their smaller cousins and I am very pleased to say that Del has handled ninety nine per cent of the superyacht callers in our ports.

We made a decision at the outset to both invest and specialize in this growing industry, despite the fact that many of the world's superyachts have not viewed the area as a new destination as yet. Word of mouth has been our greatest advert and since we joined AYSS, we have become the leading specialist for the superyachts calling at South African ports.

Del Shipping is able to assist yachts in all SA ports. We have our head office in Durban and our secondary offices in Cape Town and Port Elizabeth, which are the three most important ports in the country for superyachts. Our team of professional agents is backed up by an experienced mix of admin personnel in our offices, allowing for the grandest to the smallest request to be catered for effortlessly and quickly.

We pride ourselves on offering a first class, discreet and dedicated professional service to this industry, having gained superb experience and knowledge first hand of their requirements. Not only do we offer our agency service but a whole host of services such as crew changes, provisioning, bunkering, repairs, refits, tourism and accommodation within the country for the Owners as well as crew, VIP security, vehicle hire etc.

South Africa is a rich, diverse, interesting and breathtaking country and together with Madagascar and Mozambique, can form a wonderful new destination for exploring Owners and vessels. Unique sightseeing in the form of the BIG five animals, wondrous scenic mountains and rolling wine farms are just a mere fraction of the diversity existing in this country. Our people are a mix-match of cultures and our food and inexpensive lifestyle and first class accommodation is a must to visit and experience first hand. Add to this the unspoilt beaches, reefs and scenic diving off Mozambique and some of the exclusive and exotic wildlife and sightseeing in Madagascar and this makes for a wonderful travel experience all round.

In short, we can offer first world luxury, support and sightseeing in a third world destination!

In June 2010, South Africa plays host to the second biggest sporting event in the world, the FIFA 2010 world cup. Excitement is mounting and tickets are selling fast for this, the first ever tournament held in Africa! We are expecting just short of half a million foreign visitors to the country from May to July 2010 and this spectacular event will firmly set the country on course as a must visit destination for some time to come.



We already have a number of superyachts booked into the Cape Town waterfront for the event with space being snapped up daily, and we anticipate accommodation in general to be fully booked now that the FIFA draw has been held and which determined where the 31 teams are playing and who they drew against!

We look forward to welcoming you to our country! South Africa, alive with possibilities!!

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Dates to Remember:

**Fifa World Cup in South Africa  
11<sup>th</sup> June – 11<sup>th</sup> July 2010**

Attractions:

Kruger National Park  
Table Mountain  
Valley of a thousand hills  
Diamond Cutting