

**MELGES ASIA PACIFIC**

Unit 4/16 Mitala Street

Newport NSW 2016

Australia

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29 August 2012

Fiona Brown  
**International Melges 24 Class Administrator**  
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Re: Response to questions regarding Australia's 2014 Melges 24 World Titles

Please find following responses to questions posed by the International Melges 24 World Council.

- 1) Please confirm the current number of Melges 24 owners in Australia and New Zealand (both total owners and active racing owners - separate figures for each country) and the anticipated growth by 2014.

The Asia Pacific region has seen the good growth in Melges 24's through a testing economic climate that has seen other classes flounder or fail. It has been through the ongoing hard work in organising and promoting regattas, additional customer service and financial support by Melges Asia Pacific and the National Association that has seen the Melges 24 endure the circumstances.

Boats are now based across the region including:

Twenty four Australian Boats - estimated growth that we expect to be motivated by the announcement of the Worlds of approximately ten boats. The Melges 24's are spread throughout five Australian states, twenty one boats actively competing in one design and sports boat events.

Currently there is one New Zealand boat, we are expecting growth of up to two new boats. There is one boat in Korea and a fleet of approximately twelve boats racing in Japan. We are also receiving Strong interest and enquiries from countries like Singapore, India and Hong Kong, we would expect firm orders on the formal announcement of the worlds in Australia.

- 2) Has the Australian ("Melges Asia Pacific") builder committed to building some boats that will be made available for charter to overseas teams for this event? If so how many?

Yes, Melges Asia Pacific envisage a batch of new boats will be built next year following the announcement of the Australian Worlds available for sale and /or charter, included will be our new stock boat available for charter to overseas entrants.

We will be liaising with current owners who are not intending to compete in the worlds to make their boats available to charter to international competitors.

Several Australian owners have indicated they will bring back boats from the 2013 Worlds to Australia to add to the charter boat pool for the 2014 worlds.

The goal of the Australian builder is to grow fleet numbers and build new boats. This event is critical to the growth of the class worldwide, we have many prospective owners looking to press the button on an order following the announcement and promotion of this event.

- 5) Please ask the builder ("Melges Asia Pacific") to give some information about the support that they will be giving to the event to help use it as a spring board to growth, how many boats they can and expect to build and also sell between now and the event, etc.

Melges Asia Pacific has been supporting the growth of the Melges 24 class in the Asia Pacific region since introducing the class in 2007. To date we have grown the fleet to 24 boats in Australia with several sales in discussion as we are about to start our 2012 – 2013 regatta schedule. We expect to build five to ten boats leading up to the Worlds in 2014.

This event will provide a springboard for the growth of the class in this region. As an example, since announcing the December 2012 SB3 Worlds three years ago, fleet numbers have grown to fifty boats. One hundred Etchells competed at the Worlds Titles in Sydney in January 2012, we have just sold a boat to one Etchell owner, these fleets are watching to see the announcement of the Melges 24 Worlds before they commit, we would target these potential competitors for boat sales leading up to 2014.

The Australian builder has been supporting the bid for the Worlds since it first set up the International Melges 24 Association of Australia and put the proposal to the IM24CA. The builder has worked collaboratively with each elected committee to assist with the bid. Currently, there is an extremely active and motivated committee in place who will ensure the success of the event.

The Melges Asia Pacific Speed Shop will have spares and parts available at events. Our expertise in shipping and logistics into Australia and to National events will be made available to all competitors.

Our continued support to the class includes:

\*Stocks of boat parts and spares

\*Communication between all owners/ crews / International Association

\*Stock boat held for future sales.

\*Regular web site and face book page updates,

\*Shipping boats to and from international events

\*Logistics and movement of local boats

\*Step on step off racing service

\*Repairs and maintenance services

\*Regatta Charters

\*Assist with Accommodation planning.

\* Organising signage and crew gear

We look forward to the support of the International Melges 24 Association as they capitalise on the 2014 Australian Worlds bid to further promote substantial growth and development of the Melges 24 class in the Asia Pacific region.

Kind Regards

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