



MELGES

**To: Interational Melges 24 Class Association
Annual General Meeting – November 11, 2023**

BUILDER'S REPORT

It has been a very busy 18 months for me and the team in Europe, with monthly trips to Poland to oversee the start up of M24 building in Poland. The team at Yacht Service has been really incredible to work with and eager to make the best boats possible at the highest quality level. We have set up production with all the same production jigs we used in the US production and spent the time to laser level and align every new boat. Hein Ruyten has also gone above and beyond to help with all the logistics of getting boats built, transporting to Holland for final fit out and helping to organize trailers, shipping, masts, selling, etc. The time and financial commitment from everyone has been tremendous and really shows the passion everyone has for the M24 class.

Since the start up in June we have sold two new Yacht Service boats, one in Europe, one is US. We've had inquiries for new boats on both sides of the pond. We have USA-868 available for purchase in the US, which now has two regattas under her belt and is very fast! 870 is new and is available through our dealer, Hein Ruyten Sailing in the Netherlands. Hein picks up the new boats in Poland and brings them to his shop in the Netherlands for final fit out making them a race-ready package.

I am flying to Poland on the 13th to inspect #871 and after completion at Yacht Service, we will stage at Hein Ruytens to either ship to the US or to a new European owner.

Our plan is to ship boats out of Europe on European trailers set up with temporary tilting bunks to angle the boat enough to fit in a container with the keel out. This will allow new owners to easily ship their boat back and forth across the pond for big regattas on either side if they choose to keep the tilting racks that bolt on top of the trailer.

A new Yacht Service boat, CRO-867 has won the last two events in Croatia, going very well and sending back very positive reports on the new boat. USA-868 has shown to be a strong performer as well in both the Traverse City regatta and the Nationals at Lake Geneva. The new boats are fast so we need to push owners to update to create more used boats for sale for new comers and to help the new builder stay busy building boats. 10-12 boats a year would be a great number for the builder and the class to achieve some growth going forward.

New masts seem really good. We've sold three outside of new boats, two to US teams that wanted a spare mast and one to Hawaii after a mast broke—nothing to Europe or Australia. The attention to detail is higher than we have seen in the past with the mast tubes arriving very straight and very consistent in terms of bend characteristics. We are now out of stock in the US. Shortly, we will have 4 new masts in stock in Europe with the plan to send two back to the US with 871 unless she gets snatched up by a European buyer.

We're also working on a new website for Europe to make parts ordering easier for sailors in Europe, with Hein as the shipping center in the Netherlands. This will take a bit of time to get set up and work out the details. In the meantime, it is no problem to contact Hein or a local dealer to order parts as we can spin most items around pretty quickly either from the US or from yacht service.

All the Best,

Harry Melges III

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Melges Performance Sailboats