



## BRAZIL REPORT – ABVO - 2019

- Number of boats on December 31, 2017: 51 boats;
  - Number of boats on December 31, 2018: 68 boats;
  - Number of boats on August 31, 2019: 82 boats.
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- Number and percentage of new boats: 2019: 36 NEW (44%);  
2018: 29 NEW (43%).
  - Percentage of endorsed boats: 2019: 100% (all boats certified by accredited measurers);  
2018: 100% (all boats certified by accredited measurers).

### An overview of the IRC situation in BRAZIL:

The IRC has grown in South Brazil, mainly. We have succeeded to persuade the fleet to exchange from local rating rule to IRC. Today, approximately 35% of IRC fleet in Brazil is from the South states.

Our strategy, in Brazil, consists to offer IRC as the Corinthian/Amateur fleet, leaving ORC for Professionals and high budget crews. It has been working partially as some Professional crews sees the IRC as a more advantage rule to their boats compared to the ORC. We have seen this mainly on HPE30's and S40's (Soto designs) which have a light and gliding hull configuration. In the case of HPE30's, boats are even "slower" in the IRC compared to the ORC which is not seem in other designs/ boat types around here. This fact, mainly regarding to the HPE30s, has been a discouraging factor for new adherences to IRC.

### Note of any particular IRC issues to be drawn to the attention of Congress but which are not the basis of a formal submission:

We have face strong competition from VPRS which has entered in the Northeast Brazil as we were just near of expanding to the NE fleets such as Bahia and Recife. Main argument is cost: 20 Pounds per certificate. It is important to develop consistent argumentation denoting the advantages of IRC over VPRS.

We believe we will need our certificates to be translated into Portuguese so we can draw owner's attention to the obligation in keeping the boat in same condition as stated on the certificate.

Moreover, we understand that boats under endorsed certificates would have to be re measured every 3 years at least. The Measurer would have to sign the certificate together with the owner.