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IT'S A PLEASURE



Rossinavi's 164ft *Piacere*, meaning pleasure in Italian, was built for light, life and longevity. *Clare Mahon* discovers how they packed it all in

PHOTOGRAPHY
GIOVANNI MALGARINI



Piacere is a long-range yacht with the amenities of a 200-footer in a 164ft package, including a beach club aft





The owners have big plans, from navigating the entire coast of California to further afield, having obtained tonnage certificates for both the Suez and Panama canals



It's a bit of a chase to catch up with Federico Rossi, Rossinavi's young and charismatic COO, but I finally manage to snag him in Fort Lauderdale via a video call. "Yesterday I had a couple of technicians in to give me an estimate on setting up some monitors for the new office we're opening here. They quoted me \$2,000 per day for a job that they figured would take two days. I said, 'Want to see how easy it is to save \$4,000?'" Rossi laughs as he moves the camera to show a wall of monitors, expertly set up with his own two hands.

This can-do attitude is part of what is giving the Italian shipyard Rossinavi standout status in the world of custom shipbuilding. After years of building yachts commissioned to other shipyards based in the Tuscan shipbuilding hub of Viareggio, the Rossi family established its own brand when the second generation, headed by Federico, began working. They have never looked back and are increasingly looking across the Atlantic: Rossi is in the Sunshine State to get closer to his client base.

As is frequently the case in recent years, the story behind the creation of the 164ft steel and aluminum yacht *Piacere* begins in the US. Broker Javier Navarro of Mexico City-based Zarpo Yachts was touring the Fort Lauderdale International Boat Show with owners who wanted to move up from fiberglass to steel and were thinking of doing their first custom build. "We were reviewing projects and interviewing designers looking for a timeless but contemporary design. When we met Horacio Bozzo we found a proposal that the owner and his family really liked," Navarro says.

Bozzo's project was named Lux for the amount of light that reaches both indoor and outdoor spaces. "An essential aspect of the owners' brief was for scenic views and as much daylight as possible," says Bozzo, an Argentinian yacht designer and naval architect who has relocated to Pietrasanta, near Viareggio.

"The yacht's name, *Piacere*, means pleasure in Italian and this explains the owners' outlook fully: he wanted a yacht where he could enjoy the pleasure of family life.

“The word that came up most often was ‘timeless,’ because the owner intends to keep *Piacere* for years”



Below, center: the sundeck is a space to live all day long with a Jacuzzi and, behind the glass wind break, a bar and large dining table sheltered underneath the hardtop





"The owners love outdoor living so the amount of outdoor space for a [162ft] yacht is really a lot," broker Javier Navarro says. Space between deck levels was kept to a minimum in order to fit in all of the facilities that the owners wanted, including an elevator from the lower deck to the sundeck

Piacere's design is functional with clean, minimalist lines to stand the test of time but it's also a yacht to live en plein air with large exterior areas designed to meet the needs of all ages. There's a lot of glass in windows, bulwarks and railings to add personality to the yacht and brightness to the interior spaces."

After considering several northern European yards, Navarro had an intuition: "I wanted to introduce the owner to Rossinavi," he says, "because of their build quality and customization capability but also for something that is very important to the owners: the personal relationships that they build with their clients." Rossinavi was at the boat show with the 205ft *Utopia IV*, so the intro was easy. "The two families clicked immediately. This interpersonal relationship was one of the most important drivers of the whole project. The family touch that you have with a shipyard like Rossinavi, the direct contact with the shipyard's top management – the Rossi family themselves – without middlemen or go-betweens. It's very nice to work that way. A real bond of trust was formed," Navarro says.

Enrico Gobbi of Team for Design, who designed the interior of *Utopia IV*, was the final piece of the puzzle. Gobbi's studio has collaborated frequently with Rossinavi on interiors, exteriors and often both together. *Piacere* is the first Bozzo, Gobbi and Rossinavi yacht. "It all started with the owner – the collaboration was his choice," Rossi says. "It was a really close-knit team, with excellent synergy and dialogue on all sides and you can see it from the quality of the results."

The owners invited Rossi and Gobbi to their home so that they could get a better idea of how they and their family live, what they like and how they use their yachts. Gobbi remembers a warm welcome. "When we took his boat out we even saw some whales," he recalls. "But more than anything else, the trip gave us the chance to get to know the owners personally and build a rapport. They were very involved and always stressed that they wanted a yacht that would be welcoming, elegant and functional but not showy. The word that came up most often was 'timeless', because on top of using *Piacere* for extended cruising they intend to keep her for years."

In choosing materials, Gobbi took into consideration factors that went beyond the owners' brief. "I avoided fashionable materials and chose warm, classic walnut over bleached birch, for example, but I also had to consider that Horacio's exterior design would let a lot of sunshine into the interior. I stuck with a lighter color palette to avoid fading." To meet the needs of the owners' extended family, Gobbi also avoided delicate materials such as onyx and considered safety first for all aboard, especially children. "We were very careful to round off





Above: with wide side decks on either side, the main salon is a cozy space for intimate gatherings. Below: the teak and resin armchairs that designer Enrico Gobbi selected for the main deck aft work perfectly with the teak cap rail that Horacio Bozzo designed to ground the exterior lines

corners and to take all the precautions that would make the yacht safe without ruining her look,” Gobbi says. Luxury is present in furnishings by Poliform and Minotti and in the lavish yet subtle use of leather – just open a drawer and inspect the lining to see.

The Covid-19 pandemic threw a spanner in the build works. For its part, Rossinavi overcame difficulties with ingenuity: “We put samples in identical numbered envelopes and shipped one batch to the owners and kept another at the shipyard. Once the envelopes were delivered we would start a video call and open the envelopes together, almost like a game show,” Rossi laughs. That trip to see how the owners lived turned out to be a better idea than anyone had initially thought. “We had built such a good rapport of trust that the owners just said ‘Go ahead, you know our taste and we have faith in you,’” Gobbi recalls.

Another stroke of luck was that the project managers, Serena and Nicola Nicolai of Nicolai Yacht Consulting, are Italian and could combine years of experience with proximity to the shipyard. During lockdown they became the owners’ eyes on site and kept them up to date with progress reports and video calls. “We always spend time with our owners to plan carefully because it’s better for both owners and shipyards to keep changes





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Most of the furnishings are custom pieces. Gobbi used Rubelli and Armani Casa fabrics.
Below: clear bulwarks encircling the sundeck ensure perfect views from the loungers







to a minimum once the build starts,” Nicolai says. “We had clear ideas on the owners’ needs and taste, and that came in handy as the build progressed and the owners remained stuck on a different continent.”

From the start, the builder’s challenge was clear: big features on a mid-sized superyacht. “This is a real long-range yacht and has all the features that you used to find only aboard a [200ft] yacht,” Rossi says. “To offer amenities like an elevator that runs from the lower deck to the sundeck, a real beach club and a large garage, you have to make the most of every minute space, be that for storage or for tech. You have to minimize the space between deck levels, which on one hand is good because it keeps your center of gravity low, but on the other it doesn’t leave much space to run systems.

“*Piacere* was the perfect fit for our Zero Noise technology, which reduces noise and vibration from the engine room, but then the problem becomes the sound from the AC,” Rossi continues. “Getting a duct that’s large enough for the quantity of fresh air you need without subjecting the guests to a chilled blast requires a lot of pre-engineering. Believe me, it’s easier to build



The full-beam owners’ cabin (top right, and above) gets plenty of light from large and long windows. LED rope lights cast a soft, diffused glow. The chaise longue is from Minotti’s Freeman collection. Top left: Gobbi sculpted a piece of original art for the main deck foyer. Right: there are four generously sized guest cabins on the lower deck



a 60-meter 1,000GT yacht than a 50-meter yacht that's under 500GT. At the yard we joke about it but it's true – aboard *Piacere* we planned every space as if we were building an 18-meter (56ft) sailing yacht.”

One area where sound from the AC was no problem was on the yacht's large flybridge. “Everyone that boards *Piacere* is amazed by the size of the flybridge and the owners have confirmed that they use it a lot,” Bozzo says. Here, sliding glass doors are mounted on the fore section of the hardtop. “At anchor a boat will align with the wind, and in the past clients would tell me that they didn't use the fly all that much because it was too breezy up there. Since getting that feedback I have always created protection that you can adjust to catch as much breeze as you want. Since it's not fully enclosed it doesn't count for GT and it's not climatized because you don't need it. The hardtop over the enclosable area can also be opened so you can really enjoy the feeling of being outside,” Bozzo says.

Even after *Piacere* was completed, launched and floating, the pandemic still found ways to interfere: it was quite some time before travel restrictions were lifted and the owners and their family could finally have the pleasure of boarding her. “I got an unexpected phone



call from the owner one evening,” Navarro recalls. “‘Javier,’ he said, ‘I’m super happy, I’m enjoying my first glass of whiskey aboard and I am moved to tears.’ The construction process had been challenging and now finally it was there, all happening, just fantastic.”

“When the owner finally saw the boat he was so happy,” Rossi says. “He had been dreaming of it for such a long time – this large yacht for his whole family – and he loved it so much he basically spent the whole summer aboard and never disembarked. When you see a yacht being used like this it makes your day. It’s always kind of sad to see them sitting at a mooring.”

Shortly after the owner got *Piacere* off her mooring, Rossinavi set sail with a dream of its own, too. “Fort Lauderdale!” Rossi says. “During the pandemic this branch office was starting to seem like an impossible dream. Italy is the perfect place to build, but the Americas are a big part of our development plan because we really believe in this market.”

And his plans are off to a good start with a new office at the Quay and a US-based director of sales. Rossivani’s COO is a go-getter who will do everything – from inking contracts and installing monitors to building the yacht of your dreams – *con piacere*. ■

GT FOR GARAGE TRICK

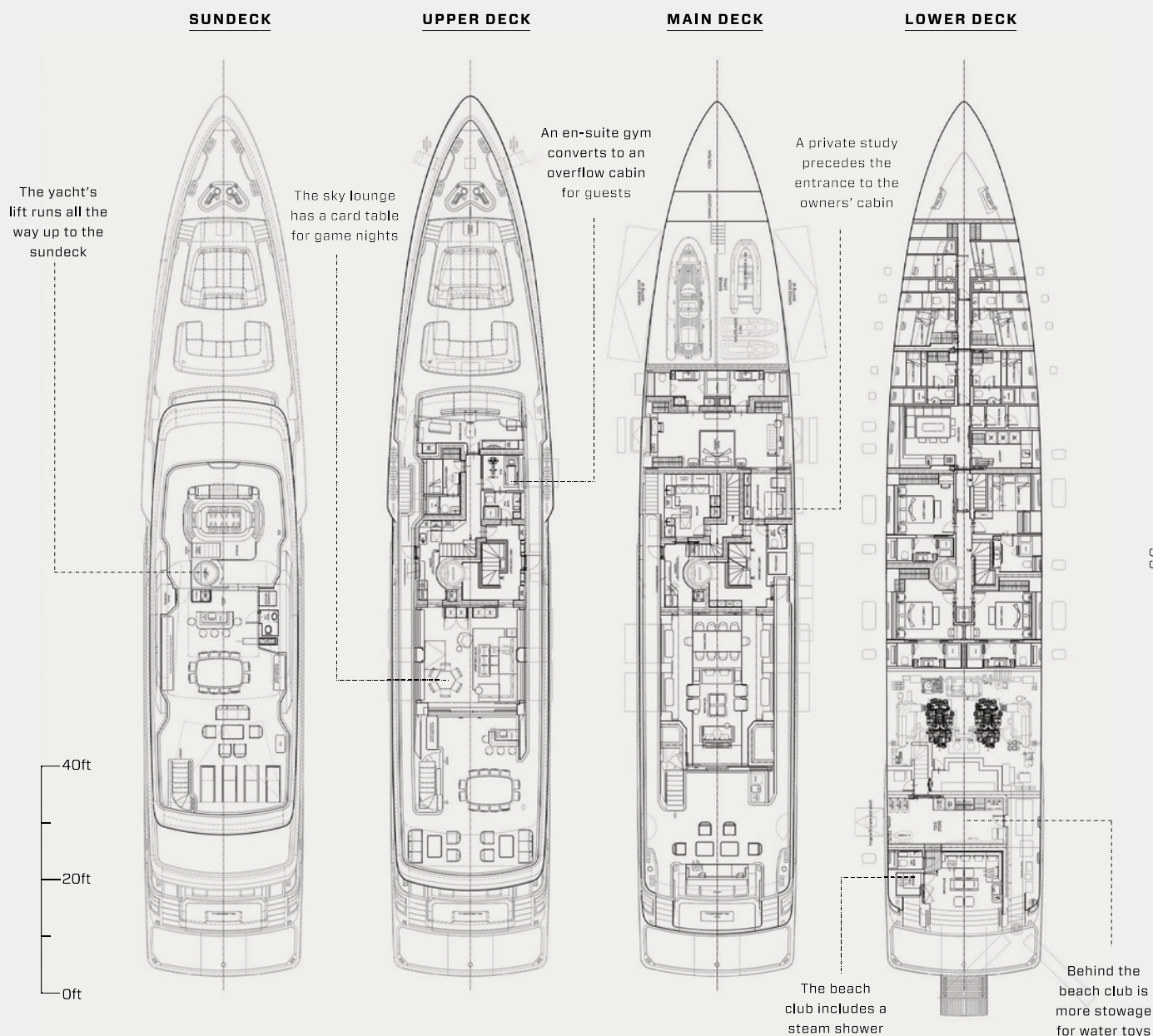
Piacere’s owners requested a beach club for guest use, and they wanted to carry two Castoldi tenders to avoid scheduling conflicts: a 13-footer for errands and a 23-footer for owner use. Naval engineer and designer Horacio Bozzo decided to build *Piacere*’s garage forward on the main deck. “Positioning the garage fore makes a lot of sense because you can recover and deploy the tenders in total safety and it counts as an open space so it doesn’t add up in terms of GT,” he says. A hinged door in the fore area of the hull was impossible because of the complex curves in that spot, but an ingenious solution was found. “We used the same overhead crane that’s used to deploy the tenders as an opening mechanism to push the aluminum alloy hull door out and open,” Bozzo says. There’s room inside for two WaveRunners and Seabobs too.



The main deck tender garage opens on both sides to free the Castoldi tenders or the WaveRunners

PIACERE

ROSSINAVI



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LOA 162' 4"
Beam 22' 8"
Draft 8'
Gross tonnage
<500GT
Engines
2 x 1,081kW Cat C32

Generators
3 x 99kW Cat C4.4
Speed (max/cruise)
15/12 knots
Range at 10 knots
3,800nm

Fuel capacity
18,000 gallons
Freshwater capacity
3,300 gallons
Tenders
23ft Castoldi;
13ft Castoldi

Owners/guests
11
Crew
11
Construction
Steel hull and
aluminum
superstructure

Naval architecture
Arrabito Naval
Architects
Exterior styling
Horacio Bozzo Design
Interior design
Team for Design -
Enrico Gobbi

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