

LUXURY WITHOUT COMPROMISE

# Robb Report



*Have You  
Heard?*

The 33 people, places  
and things to know  
right now.\*

\*and the 5 to avoid

MAY 2019



# WATER

## Riva Rocks Miami



The Italian yacht builder lights up Miami with the global debut of the 90 Argo.

AN EXCEPTIONALLY LONG, aquamarine carpet ran along the waterfront as hundreds waited for a peek at the new Riva 90 Argo flybridge approaching the marina after sunset. European boatbuilders don't typically premiere new yachts in the States; the party usually takes place at company yards in Italy, the Netherlands or the UK. This was a special occasion, and Riva ([riva-yacht.com](http://riva-yacht.com)) made a highbrow hoopla to note it.

Amid spotlights, music and fireworks, the sleek dark figure of the first Argo glided into view, the captain performing a slow pirouette with the 93.5-foot pleasure craft, underwater lights ablaze, so the crowd could see every angle of the vessel.

"America is a very important market for us," says Alberto Galassi, CEO of Ferretti Group, Riva's parent company. "It's a good idea to





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– Alberto Galassi

present our boats in the best places in the world, and for the 90-foot Argo, we decided Miami was the right location. This is the most important part of our American market.”

Large windows in both the hull and the superstructure of the yacht are combined with sleek lines, a raked bow and a reversed transom that discreetly houses the stairs leading to the extended swim platform. *Officina Italiana*

Design and Ferretti carved four surprisingly large staterooms out of 90 feet of yacht: the full-beam, main-deck master suite with panoramic windows and a sunken bathroom; a full-beam VIP suite—rivaling the size of the master stateroom—down below that includes a king-size berth, a sofa, a desk and bath; a double guest stateroom with bathroom; and a convertible cabin, whose berth goes from a king to a double

and a single, also with a bathroom. Argo includes two en-suite crew cabins as well.

High-touch materials like natural wood, leather and stone are used throughout the interior, glitzed up with shiny chrome insets and black-lacquered overheads.

“Enzo Ferrari told me one day that to build a nice-looking car and to build an ugly-looking car costs the same, so that is why we try to make it nice,” says Galassi. “They have to be beautiful.”

The flydeck, with two helm seats, offers a shaded bar and dining table, as well as sun loungers aft. On the forepeak is a U-shaped sunning sofa, and the main deck aft—designed just for the American market—welcomes guests on board with sofas, seats and a table by Italian designer Paola Lenti, as well as a bar. Steps down, the swim platform provides easy access to the water. Argo’s garage has space for a Williams SportJet 395 tender and a personal watercraft.

This sexy model has power as well as personality and poise. The first hull is fitted with twin MTU 16V 2000 M93 engines generating 2,400 hp each. They fire up the Argo to a 30-knot top speed and a cruising speed of 26 knots, making the most of the efficient warped (or modified-V) hull.

Thirty knots is an impressive feat, points out Galassi, considering the square footage of heavy windows, natural materials like wood and leather, and all the amenities that make the sporty yacht comfortable as well as stylish. “Weight is the enemy of speed, so the performance of the Argo is very good,” he says. “The fuel consumption is excellent...it’s not a crazy, fuel-burning machine.”

Galassi takes something of an Italian’s approach to marketing his yachts. “We sell emotions, we sell pleasure, we sell entertainment, we don’t sell boats. . . . We sell a pleasant way of living.” **Danielle Cutler**