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## Meet Absolute, the Yacht Series

**A new breed of Italian cruising yacht has achieved a growing presence in the U.S., starting in Miami Beach.**

Alex Guererro welcomed me to the Absolute Yachts display at the 2015 Miami Yacht & Brokerage Show and introduced me to his dealership, [YachtBrasil USA](#), which sells Absolute Yachts and five other Italian brands in the Southeast U.S. and Caribbean. In the process, I learned about the DNA of his dealership, which owes its name to many years of affiliation with the biggest dealership in Brazil.

YachtBrasil is now called One Yachts, and YachtBrasil USA is an independent business operating from Miami Beach Marina, selling brokerage and new models. Absolute is one of YachtBrasil USA's leading offerings, and the story of Absolute, which I learned from Alex and Cesare Mastroianni, the Absolute international sales manager, bears both similarities and significant differences from other Italian boat and yacht brands.



Most well-known Italian brands have been in business for generations; Absolute Yachts didn't begin production until this century, in 2002. Yet the company's leadership has life-long boatbuilding experience, and as the business has grown, they have added more and more talented veterans to their team. The result can be seen in offerings like this Absolute 40STL.

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How the boats look is important, of course, but a high degree of focus on technology is also fundamental; for example, Absolute was involved from the start with Volvo-Penta's IPS drive development, and all models, including the Navetta 58 shown here, feature IPS systems as standard equipment.



Absolute invests in its own engineering and design, which was key to the IPS progression; on a detail level, I also noticed interesting features throughout, ranging from silent, magnetic door latches to practical, mechanical chaise lounge adjusters on the bow.





The interior designs are unusual, too— you'll see a notable mix of lustrous fabrics and materials that are superyacht-styled and on this year's models, a strong walnut-grain finish that may strike some as idiosyncratic and rigid when they learn that no optional finishes are offered. The main saloon of the Absolute 60 Fly, for example, struck me as spacious and congenial, including an indoor sitting area and a large galley, plus helm station and associated seating area.



Absolute has progressively modified its boats since the Recession, shifting away from less practical, more demonstrative open designs to more versatile flybridge cruisers that run in the 20- to 30-knot range. Pricing is extremely competitive in a class that includes models from Azimut, Princess and Sunseeker. While Absolute styling won't appeal to everyone, I would be surprised if they didn't sell more boats this year than last, when they sold a dozen in the U.S. and about five dozen worldwide.



Cesare gave me a tour of the Absolute 60 Fly, and I noted the attractive al fresco dining on the main deck, aft, which can be sheltered from sun or wind by an electric curtain that lowers astern of the seating area. On the starboard side, I found an extra IPS control station, likely to be much more convenient to docking than the main helm or the fly bridge.



In the cabins, again the combination of luxury and practicality was notable. The master cabin has more than six feet of headroom and a large head. The shower is situated as Absolute insists on all boats, against the outer hull, so a port can be opened for ventilation.

If you're like me and haven't heard much before about Absolute, stay tuned. [YachtBrasil USA](#) and other dealers, such as Strong's Marine on Long Island, expect to launch more of these in harbors near you, soon. In Miami Beach Marina right now, Alex can take you aboard any of four Absolute models for viewing and testing, and he has more models on the way from the factory in Italy.