



explains Heidi Lübke: "My customers value my honesty, I don't talk them into anything but give them open and honest advice tailored to their needs."

TRANSLATION: C. MOODY, PHOTOS: T.W. KLEIN, MAKE-UP: ANGILOTTI

Billy's Exclusive
Opening times
until 31th February:
Mon-Fri 10.00am-5pm
Sat 10.00am-2pm
From 1st February:
Mon-Sat 10.00-5pm
And: Cala'n Roca 7
07137 Port d'Andratx
Tel. +34 972 672 437

WINTER TIME IS CASHMERE TIME

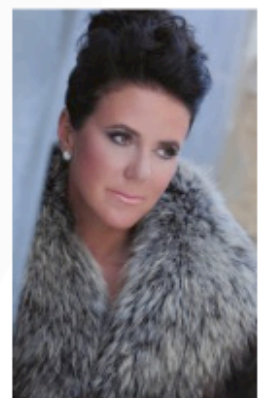
HEIDI LÜBKE FROM BILLY'S IN PORT D'ANDRATX WAS PORTRAYED BY T.W. KLEIN IN SANDINI CASHMERE

A beautiful woman, soft cashmere and real fur – the perfect subject matter for Deluxe celebrity photographer T.W. Klein. His model: Heidi Lübke, owner of Billy's boutiques, who posed for the camera in Port d'Andratx wearing the latest Sandini Cashmere collection. The elegant garments – available on the island exclusively at Billy's – are perfect for cooler winter days and evenings. The coats, jackets, long blazers, short-sleeved jackets and waistcoats made from fine cashmere and trimmed with fox fur, look fabulous, and are soft and comfortable to wear.

Heidi Lübke, owner of Billy's boutiques, has stocked the label for the past seven years. Its great success with her customers shows that she has a keen eye in her choice of companies. The collection, first shown at the Hotel St Regis Mardavell on 30th July (the whole first collection sold out there!), is available in a range of colours. Beige, natural and earth tones, plus pink, royal blue and green are the colours that the Italian company uses for its cashmere pro-

ducts and it dyes the fur to match. Anyone who is not in a great hurry can have a coat or jacket made to measure. With a choice of over 200 colours, there is something to suit all tastes. Customers have to wait only four to six weeks for their personalised cashmere garment.

Individuality plays a major role at Billy's above all. Heidi Lübke has been offering 'private shopping' for a long time now, with great success. Here, on Tuesdays and Thursdays after closing time and by prior arrangement, a maximum of three women with their partners can receive an exclusive consultation. Shopping is in carte, as to speak. Wine, champagne and delicious snacks turn the whole shopping experience into an enjoyable private event. In offering advice, attention is paid to the personality and figure of each individual customer. Different brands are combined and the customer's existing clothes are complemented with new ones. Home visits round off the personal consultation. "I look through the customer's wardrobe and decide what is still up-to-date, what can be reworked, and I am very frank about what can be thrown away."



Heidi Lübke was photographed in Port d'Andratx

Future editions will feature more portraits of personalities in Mallorca taken by photographer T.W. Klein. If you are interested in an exclusive photohoot for yourself or as a present – including not for publication – please visit his website www.twklein.com. There you will find further great photos of Heidi Lübke, among others.

