Nirvana
SAN174-BLK
Shape: Pinch Front
Material: Wool Felt
Details: Rainbow Stitching
Brim: 2"
Color: Black
Sold By Size: M-XL
(Branded Suede Sweat)
Minimum: 1

NEW
Namaste
SAN197-BLK
Shape: Pinch Front
Material: Wool Felt
Details: Antique Milagro Pin, Feather, Satin Lining
Brim: 2 3/8" Bound
Color: Black
Sold By Size: M-XL
(Microfiber Sweat)
Minimum: 1
NEW

Quetzal
SAN195-NAT
Shape: Pinch Front
Material: Wool Felt/Hemp
Details: Hand Painted Quetzal
Brim: 2”
Color: Natural
Sold By Size: M-XL
(Tooled Leather Sweat)
Minimum: 1
Helix
SAN189-ASST
Shape: Pinch Front
Material: Wool Felt
Details: Grosgrain, Cord Overlay, Abraxas Angel Pin, Satin Lining
Brim: 2"
Colors: Assorted 1-Each: Camel, Navy
Sold By Size: M-XL
(Branded Suede Sweat)
Minimum: 2

Kathmandu
SAN185-NAVY
Shape: Pinch Front
Material: Wool Felt/Leather
Braid Brim
Details: Grosgrain, Abraxas Angel Pin
Brim: 1 3/4"
Color: Navy
Sold By Size: M-XL
(Branded Suede Sweat)
Minimum: 1
Zeus
SAN186-ASST
Shape: Pinch Front
Material: Wool Felt
Details: Abraxas Angel Pin
Brim: 1 3/4"
Colors: Assorted 1-Each: Burgundy, Grey
Sold By Size: M-XL
(Branded Suede Sweat)
Minimum: 2

Helix
SAN187-ASST
Shape: Pinch Front
Material: Wool Felt
Details: Grosgrain, Cord Overlay, Abraxas Angel Pin, Satin Lining
Brim: 2"
Colors: Assorted 1-Each: Belly, Olive
Sold By Size: M-XL
(Branded Suede Sweat)
Minimum: 2
NEW

Wellness
SAN196-BLK
Shape: Pork Pie
Material: Wool Felt
Details: Antique Milagro Pin, Satin Lining
Brim: 2"
Color: Black
Sold By Size: M-XL
(Tooled Leather Sweat)
Minimum: 1

Nostalgia
SAN188-BRN
Shape: Teardrop
Material: Wool Felt
Details: Grosgrain, Abraxas Angel Pin, Satin Lining
Brim: 2 1/2" Bound
Color: Distressed Brown
Sold By Size: M-XL
(Branded Suede Sweat)
Minimum: 1
The Milagro Foundation is a publicly supported foundation established by Carlos Santana and his family in 1998. Milagro makes grants around the world to community based organizations that work with underserved and vulnerable children in the areas of education, health and the arts.

From your purchase, a portion of the proceeds will be donated on your behalf to The Milagro Foundation. If you do not wish to contribute, please visit http://www.milagrofoundation.org/santana.asp to obtain a refund of the donated amount.

Since its inception, The Milagro Foundation has granted over $4.2 million to agencies that support children.

“One day there will be no borders, no boundaries, no flags and no countries and the only passport will be the heart.”
- Carlos Santana
NEW

**Bogart**

SAN277-FASH

Shape: Fedora  
Material: Two-Tone Wool Felt  
Details: Two-Tone Grosgrain  
Brim: 1 3/4”  
Colors: Assorted 2-Each: Burgundy/Charcoal, Charcoal/Burgundy, Moss/Sage, Sage/Moss  
Size Pack: 4-S/M, 4-L/XL  
Minimum: 8
NEW

Bogart
SAN277-ASST
Shape: Fedora
Material: Two-Tone Wool Felt
Details: Two-Tone Grosgrain
Brim: 1 3/4"
Size Pack: 4-S/M, 4-L/XL
Minimum: 8

BEST SELLER

Pheasant
SAN357-BRN
Shape: Fedora
Material: Wool Felt
Details: Grosgrain, Feather, Guitar Pin
Brim: 1 3/4" Bound
Color: Brown
Size Pack: 2/M, 2/L, 2/XL
(Faux Leather Sweat)
Minimum: 6
Grove
SAN333
Shape: Fedora
Material: Wool Blend/Toyo
Braid Brim
Details: Grosgrain,
Faux Leather Overlay
Brim: 2”
Sold By Color: Black,
Brown, Navy
Size Pack: 2/M, 2/L, 2/XL
Minimum: 6

NEW
Maya
SAN356-MULTI
Shape: Ivy
Material: Guatemalan Fabric
Details: Lined
Color: Multi
Size Pack: 2/M, 2/L, 2/XL
Minimum: 6

NEW
Linked
SAN355-ASST
Shape: Fedora
Material: Wool Felt
Details: Grosgrain,
Braided Faux Leather Overlay
Brim: 1 3/4”
Colors: Assorted 2-Each:
Blue, Burgundy, Chocolate
Size Pack: 3-S/M, 3-L/XL
Minimum: 6
Acoustic
SAN294-ASST
Shape: Fedora
Material: Wool Felt
Details: Leather, Grosgrain Overlay
Brim: 2" Bound
Colors: Assorted 2-Each: Black, Brown, Steel
Size Pack: 3-S/M, 3-L/XL
Minimum: 6

Regal
SAN270-ASST
Shape: Fedora
Material: Wool Felt
Details: Satin, Satin Lining
Brim: 1 1/2" Bound
Colors: Assorted 3-Each: Black, Brown
Size Pack: 2/M, 2/L, 2/XL
Minimum: 6

Dual
SAN331-ASST
Shape: Pinch Front
Material: Wool Blend
Details: Grosgrain
Brim: 1 1/2"
Colors: Assorted 3-Each: Black, White
Size Pack: 2/M, 2/L, 2/XL
Minimum: 6
NEW

Arkade
SAN353-ASST
Shape: Pinch Front
Material: Wool Felt
Details: Tie Print, Guitar Pin
Brim: 2” Raw Edge
Colors: Assorted 3-Each:
Brick, Camel
Size Pack: 2/M, 2/L, 2/XL
Minimum: 6

Meditation
SAN216-FASH
Shape: Teardrop Fedora
Material: Wool Felt
Details: Grosgrain,
Faux Leather Overlay,
Satin Lining
Brim: 2” Bound
Colors: Assorted 3-Each:
Navy, Tan
Size Pack: 2-S/M, 4-L/XL
Minimum: 6

BEST SELLER

Meditation
SAN216-ASST
Shape: Teardrop Fedora
Material: Wool Felt
Details: Grosgrain,
Faux Leather Overlay,
Satin Lining
Brim: 2” Bound
Colors: Assorted 2-Each:
Black, Chocolate, Khaki
Size Pack: 3-S/M, 3-L/XL
Minimum: 6
**NEW**

**Java**

SAN354-CHAR
Shape: Fedora
Material: Wool Felt
Details: Velvet Band
Brim: 1 3/4” Bound
Color: Charcoal
Size Pack: 3-S/M, 3-L/XL
Minimum: 6

**NEW**

**Rivera**

SAN358-BRN
Shape: Ivy
Material: Cotton Blend
Details: Faux Leather Peak, Lined
Color: Brown
Size Pack: 2/M, 2/L, 2/XL
Minimum: 6

**NEW**

**Mojo**

SAN339-ASST
Shape: Fedora
Material: Poly Suede/Cotton Blend
Details: Tie Print, Guitar Pin, Satin Lining
Brim: 1 3/4”
Colors: Assorted 2-Each: Black, Blue, Brown
Size Pack: 3-S/M, 3-L/XL
Minimum: 6
Sales Representatives

Corporate Sales/Design
Victor Cornejo, Designer, Corporate Sales
Phone: 925-768-5438
Email: viccorneo@milanohats.com

Bonnie Cerry
 Territory: Southern TX
 Email: bconniecerry@gmail.com

Lisa De Luca
 Territory: Southern CA (HWY 91 to Mexico Border)
 Phone: 714-977-3323
 Email: lisa.deluca@dorfman-pacific.com

Ron Fuller
 Territory: West FL (Panhandle to Key West)
 Phone: 866-523-2546
 Email: ron full@comcast.net

Beverly Gale
 Territory: Western FL (Panhandle to Key West)
 Phone: 866-523-5007
 Email: bgale@comcast.net

Sue Gallagher
 Territory: Central Eastern FL from GA to Miami
 Phone: 360-639-9214
 Email: sue.gallagher@comcast.net

Thom Harris
 Territory: El Paso County TX
 Phone: 972-378-6561
 Email: thom.harris@milanohats.com

Jim Holly
 Territory: IA, MN, ND, SD, WI
 Phone: 763-595-8982
 Email: johollysales.com

Alan Hyman / Elena Carboni
 Territory: CT, MA, ME, NH, RI, VT
 Phone: 701-329-7622
 Email: ahyman@milanohats.com

Richard Jacobs
 Territory: HI, Guam, Saipan
 Phone: 808-524-1773
 Email: rj Jacobs@milanohats.com

Scott & Peggy Kent
 Territory: Northern CA (Alameda, Contra Costa, Monterey & San Luis Obispo Counties)
 Phone: 925-998-3757
 Email: scott.kent@milanohats.com

Danielle Kugler
 Territory: AZ, Southern NV, St. George UT
 Phone: 702-685-8721
 Email: danielle.kugler@gmail.com

Scott Lester
 Territory: DC, DE, MD, PA, VA, WV
 Phone: 219-936-3682
 Email: scott Lester@milanohats.com

Barry Litman & Carol Clark
 Territory: KY, MD, NE
 Phone: 913-510-8583
 Email: barry@bigredgate.com

David Milani
 Territory: Northern CA (San Francisco Peninsula to Oregon Border)
 Phone: 415-861-0488
 Email: david.milani@gmail.com

Jordan Reace
 Territory: Northern TX
 Phone: 209-814-8340
 Email: jordan.reace@dorfman-pacific.com

David Revis
 Territory: AR, NS, MS, OK
 Phone: 501-908-5545
 Email: david revis@milanohats.com

Paul Smith
 Territory: AL, GA, NC (Excluding Coastal Resort Areas), SC (Including Coastal Resort Areas), TN
 Phone: 768-577-5782
 Email: pswsmiths@gmail.com

John Tighe
 Territory: Southern CA (Downtown Los Angeles, East San Diego, Palm Springs, East HWY-91 to I-5, HWY-55 North to I-10), Mammoth Lake & Bishop, CA
 Phone: 714-454-2766
 Email: john.tighe@milanohats.com

Gary Zeledon
 Territory: Central & Northern CA (Tehachapi/Bakersfield North), Northern NV, Southern OR
 Phone: 916-612-9313
 Email: gary.zeledon@gmail.com

International Sales
Rafael H. Arbelaez
 Territory: South America
 Phone: 54-323-8548 (US)
 Email: rafaelh70@hotmail.com

Salvador Egea, Jr.
 Tropical Vendors
 Territory: Caribbean Region
 Phone: 787-647-8542
 Email: sau787@tropicalvendors.com

Kelly Harper
 Territory: Canadian Province: BC (Central)
 Phone: 506-579-5299
 Email: kelly.harper@telus.net

Savina Huff
 Territory: Canadian Province: BC (Lower Mainland)
 Phone: 604-377-7258
 Email: savinhuff@shaw.ca

Michael Jaz
 Territory: Canadian Provinces: NB, NL, NS, ON, QC, PE
 Phone: 613-327-4749
 Email: nick.jac@sympatico.ca

Ben Zuchert
 Territory: Canadian Province: AB (Central & Southern)
 Phone: 403-923-0598
 Email: lennyz@shaw.ca

Global Sales
Debra Highsmith, VP of Women’s Division & Catalog Sales
 Territory: Mexico
 Phone: 209-518-2961
 Email: debra.highsmith@milanohats.com

Dennis Marxen, Senior VP, Global Sales
 Phone: 916-847-0480
 Email: dennis.marxen@milanohats.com

Publicist
Shelley Lipton
 Lipton Publicity, Inc.
 Phone: 213-750-6654
 Email: liptonpublicity@aol.com

Sales Management
Scott Starnes, Executive VP, Sales
Phone: 209-518-1624
Email: scott.starnes@dorfman-pacific.com

Wade Collingsworth, VP of Sales, Eastern Division Sales Manager
Phone: 209-518-1963
Email: wade.collingsworth@dorfman-pacific.com

Frank Kinney, VP of Sales, Western Division Sales Manager
Phone: 209-351-0243
Email: frank.kinney@dorfman-pacific.com

Corporate Sales/Design
Victor Cornejo, Designer, Corporate Sales
Phone: 972-768-5438
Email: viccorneo@milanohats.com

Bonnie Cerry
 Territory: Southern TX
 Email: bconniecerry@gmail.com

Lisa De Luca
 Territory: Southern CA (HWY 91 to Mexico Border)
 Email: lisa.deluca@dorfman-pacific.com

Ron Fuller
 Territory: West FL (Panhandle to Key West)
 Phone: 866-523-2546
 Email: ron full@comcast.net

Beverly Gale
 Territory: Western FL (Panhandle to Key West)
 Phone: 866-523-5007
 Email: bgale@comcast.net

Sue Gallagher
 Territory: Central Eastern FL from GA to Miami
 Phone: 360-639-9214
 Email: sue.gallagher@comcast.net

Thom Harris
 Territory: El Paso County TX
 Phone: 972-378-6561
 Email: thom.harris@milanohats.com

Jim Holly
 Territory: IA, MN, ND, SD, WI
 Phone: 763-595-8982
 Email: johollysales.com

Alan Hyman / Elena Carboni
 Territory: CT, MA, ME, NH, RI, VT
 Phone: 701-329-7622
 Email: ahyman@milanohats.com

Richard Jacobs
 Territory: HI, Guam, Saipan
 Phone: 808-524-1773
 Email: rj Jacobs@milanohats.com

Scott & Peggy Kent
 Territory: Northern CA (Alameda, Contra Costa, Monterey & San Luis Obispo Counties)
 Phone: 925-998-3757
 Email: scott.kent@milanohats.com

Danielle Kugler
 Territory: AZ, Southern NV, St. George UT
 Phone: 702-685-8721
 Email: danielle.kugler@gmail.com

Scott Lester
 Territory: DC, DE, MD, PA, VA, WV
 Phone: 219-936-3682
 Email: scott Lester@milanohats.com

Barry Litman & Carol Clark
 Territory: KY, MD, NE
 Phone: 913-510-8583
 Email: barry@bigredgate.com

David Milani
 Territory: Northern CA (San Francisco Peninsula to Oregon Border)
 Phone: 415-861-0488
 Email: david.milani@gmail.com

Jordan Reace
 Territory: Northern TX
 Phone: 209-814-8340
 Email: jordan.reace@dorfman-pacific.com

David Revis
 Territory: AR, NS, MS, OK
 Phone: 501-908-5545
 Email: david revis@milanohats.com

Paul Smith
 Territory: AL, GA, NC (Excluding Coastal Resort Areas), SC (Including Coastal Resort Areas), TN
 Phone: 768-577-5782
 Email: pswsmiths@gmail.com

John Tighe
 Territory: Southern CA (Downtown Los Angeles, East San Diego, Palm Springs, East HWY-91 to I-5, HWY-55 North to I-10), Mammoth Lake & Bishop, CA
 Phone: 714-454-2766
 Email: john.tighe@milanohats.com

Gary Zeledon
 Territory: Central & Northern CA (Tehachapi/Bakersfield North), Northern NV, Southern OR
 Phone: 916-612-9313
 Email: gary.zeledon@gmail.com

International Sales
Rafael H. Arbelaez
 Territory: South America
 Phone: 54-323-8548 (US)
 Email: rafaelh70@hotmail.com

Salvador Egea, Jr.
 Tropical Vendors
 Territory: Caribbean Region
 Phone: 787-647-8542
 Email: sau787@tropicalvendors.com

Kelly Harper
 Territory: Canadian Province: BC (Central)
 Phone: 506-579-5299
 Email: kelly.harper@telus.net

Savina Huff
 Territory: Canadian Province: BC (Lower Mainland)
 Phone: 604-377-7258
 Email: savinhuff@shaw.ca

Michael Jaz
 Territory: Canadian Provinces: NB, NL, NS, ON, QC, PE
 Phone: 613-327-4749
 Email: nick.jac@sympatico.ca

Ben Zuchert
 Territory: Canadian Province: AB (Central & Southern)
 Phone: 403-923-0598
 Email: lennyz@shaw.ca

Global Sales
Debra Highsmith, VP of Women’s Division & Catalog Sales
 Territory: Mexico
 Phone: 209-518-2961
 Email: debra.highsmith@milanohats.com

Dennis Marxen, Senior VP, Global Sales
 Phone: 916-847-0480
 Email: dennis.marxen@milanohats.com

Publicist
Shelley Lipton
 Lipton Publicity, Inc.
 Phone: 213-750-6654
 Email: liptonpublicity@aol.com

12/3/2016
**Price Index / Order Information**

**STYLes** | **PAge** | **NAME**
---|---|---
SAN174-BLK | 2 | Nirvana
SAN197-BLK | 2 | Namaste
SAN195-NAT | 3 | Quetzal
SAN189-ASST | 4 | Helix
SAN185-NAVY | 4 | Kathmandu
SAN187-ASST | 5 | Helix
SAN186-ASST | 5 | Zeus
SAN196-BLK | 6 | Wellness
SAN188-BRN | 5 | Nostalgia

**STYLes** | **PAge** | **NAME**
---|---|---
SAN277-FASH | 8 | Bogart
SAN277-ASST | 9 | Bogart
SAN357-MULTI | 9 | Pheasant
SAN333 | 10 | Grove
SAN356-MULTI | 10 | Maya
SAN355-ASST | 10 | Linked
SAN294-ASST | 11 | Acoustic
SAN270-ASST | 11 | Regal
SAN331-ASST | 11 | Dual
SAN353-ASST | 12 | Arkade
SAN216-FASH | 12 | Meditation
SAN216-ASST | 12 | Meditation
SAN354-CHAR | 13 | Java
SAN358-BRN | 13 | Rivera
SAN339-ASST | 13 | Mojo

©2017, DORFMAN PACIFIC CO., INC. ALL RIGHTS RESERVED.

No part of this publication may be used, reproduced or distributed in any form or in any medium without prior written approval of Dorfman Pacific Co., Inc. Any violation will result in prosecution. All orders originate in Stockton, CA. Complete stock is carried in our Stockton warehouse.

DUNS #00-922-6952

**TERMS:** F.O.B. Stockton warehouse. Approved credit application required for all Net 30 and C.O.D. company check orders. All other orders shipped prepaid credit card. American Express, Discover, Master Card and VISA accepted. All orders are subject to shipping and handling charges. Past due accounts are charged a 1 1/2% service charge monthly.

**MINIMUM ORDER:** $200 - A $25 small order charge will be added to orders less than $200.

**DAMAGES AND RETURNS:** All claims for damaged cartons and carton shortages must be filed with carrier within 10 days after receipt of merchandise. All inner box shortages must be reported to Dorfman Pacific within 10 days. All returns must be prepaid and authorized by the home office. Call 800 367-3626. Press 1 for authorization. Our RA# is required on all cartons shipped back for credit. Returns may be subject to a 10% restocking charge, minimum $25. Credit will be issued upon receipt and inspection of merchandise only. E-mail any questions to custservice@dorfman-pacific.com.

**WILL CALLS:** Please allow one working day for processing. All credit approved orders shipped within 24 hours. 24-hour toll-free fax service and voice messaging.

**FedEx** Dorfman Pacific will expedite your order via FedEx 2-day service to destinations east of Colorado for 75% off the published air rate. This service is available for FILL IN orders only valued between $250 - $1,000. This is a great way to increase both sales & inventory turns. For example, order by Tuesday and have your best sellers restocked for weekend selling. Contact our customer service department to get started.

All you or your sales representative need to do is provide any of our customer service representatives with your e-mail address or fax number. We will do the rest. Please allow three business days to add you to this program. In the event that you wish to stop this notification, please contact Customer Service at 1-800-367-3626, Ext.1265.

**Box Also Available For Purchase Separately**

carlossantana.com  customer service 800 367-3626
Inspired by one of the world’s best-known musical signatures, the Santana Hat Collection reflects the passion and soul of Carlos Santana’s artistry which transcends musical genres and generational, cultural and geographical boundaries.

Designed with unique interpretations of seasonal headwear trends, embellishments, colors, textures making them distinctively Santana.