**Nebula**

SAN701-NAT

- Shape: Fedora
- Material: Jute
- Details: Grosgrain, Heart Pin
- Brim: 2 1/4"
- Color: Natural
- Sold By Size: M-XL
- (Branded Suede Sweat)
- Minimum: 1

**Spirit**

SAN109-GREY

- Shape: Cadet
- Material: Garment Washed Cotton
- Details: Leather, Embroidery, EasyTape® Backstrap
- Color: Grey
- Size: One Size Fits Most
- Minimum: 3

**Quetzal**

SAN190-ASST

- Shape: Pinch Front
- Material: Bangora/Hemp
- Details: Grosgrain, Beads, Snake Design
- Brim: 2"
- Colors: Assorted 1-Each: Navy, Tan
- Sold By Size: M-XL
- (Branded Suede Sweat)
- Minimum: 2
PREMIUM braids include natural fibers like hemp and cotton, as well as leather and high quality synthetic materials. Braided hats are naturally durable, water resistant and very flexible. You can easily pack and travel anywhere with your braided hat. Their texture makes them very appealing and desirable.

Braided hats give you the individuality that you are looking for in Multi Color, Bright, Matte and Combined Finishes. Braided hats are sewn to designer specifications and the possibilities of creation are endless.
**SHANTUNG** is a material made out of rice paper that gets rolled and cut into strands and then hand woven. It can take an artisan several hours, if not days, to finish just one Shantung body. Shantung is a premier material to make hats because of its durability, softness and freshness.

New

**Rewind**

**SAN703-IVORY**

- Shape: Pinch Front
- Material: Shantung
- Details: Cloth with Braided Overlay, Abraxas Angel Pin
- Brim: 1 3/4"
- Color: Ivory
- Sold By Size: M-XL
- (Tooled Leather Sweat)
- Minimum: 1

**Salvador**

**SAN149-NAT**

- Shape: Pinch Front
- Material: Shantung
- Details: Grosgrain, Ribbon Overlay, Abraxas Angel Pin
- Brim: 2"
- Color: Natural
- Sold By Size: M-XL
- (Tooled Leather Sweat)
- Minimum: 1
Spring/Summer 2018

**New**

**Luminosity**

SAN706-BLK
Shape: Teardrop Fedora
Material: Shantung
Details: Grosgrain, Abraxas Angel Pin
Brim: 2 1/8”
Color: Black
Sold By Size: M-XL
(Drylex Sweat)
Minimum: 1

**Best Seller**

**Luminosity**

SAN192-MULTI
Shape: Pinch Front
Material: Shantung
Details: Lined, Colored Abraxas Angel Pin
Brim: 2 1/8”
Color: Multi
Sold By Size: M-XL
(Drylex Sweat)
Minimum: 1

**Hand Woven**

**Sonata**

SAN702-GREY
Shape: Pinch Front
Material: Shantung
Details: Grosgrain, Satin Lined, Abraxas Angel Pin
Brim: 2 1/2” Bound
Color: Grey
Sold By Size: M-XL
(Elastic Sweat)
Minimum: 1

**Hydropainted**

SAN706-BLK
Shape: Teardrop Fedora
Material: Shantung
Details: Grosgrain, Abraxas Angel Pin
Brim: 2 1/8”
Color: Black
Sold By Size: M-XL
(Drylex Sweat)
Minimum: 1

SAN192-MULTI
Shape: Pinch Front
Material: Shantung
Details: Lined, Colored Abraxas Angel Pin
Brim: 2 1/8”
Color: Multi
Sold By Size: M-XL
(Drylex Sweat)
Minimum: 1

SAN702-GREY
Shape: Pinch Front
Material: Shantung
Details: Grosgrain, Satin Lined, Abraxas Angel Pin
Brim: 2 1/2” Bound
Color: Grey
Sold By Size: M-XL
(Elastic 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 the following website to obtain a refund of the donated amount.
http://www.milagrofoundation.org/santana.asp

Since its inception, Carlos Santana’s Milagro Foundation has granted over $7.5 million to agencies that support children.
New Peacock
SAN365
Shape: Fedora
Material: Matte Toyo
Details: Peacock Feather, Grosgrain, Guitar Pin
Brim: 2 1/2" Bound
Sold By Color: Black, Tea
Size Pack: 2/M, 2/L, 2/XL
Minimum: 6

New Mix Media
SAN366-TEA
Shape: Fedora
Material: Matte Toyo
Details: Grosgrain, Peacock Feather
Brim: 1 1/2"
Color: Tea
Size Pack: 2/M, 2/L, 2/XL
Minimum: 6
Degree
SAN360
Shape: Fedora
Material: Toyo
Details: Tie Print Band, Guitar Pin
Brim: 1 3/4" Bound
Sold By Color: Black, Blue, Brown
Size Pack: 2/M, 2/L, 2/XL
Minimum: 6

Hand Woven

Best Seller
Memento
SAN266-ASST
Shape: Pinch Front
Material: Paper Braid
Details: Guitar Pin
Brim: 1 1/2"
Colors: Assorted 2-Each: Black, Blue, Brown, Grey, Olive
Size Pack: 5-S/M, 5-L/XL
Minimum: 10
New Essence
SAN361-ASST
Shape: Fedora
Material: Matte Toyo
Details: Floral Band, Guitar Pin
Brim: 1 3/4"
Colors: Assorted 6-Each: Natural, Navy
Size Pack: 4/M, 4/L, 4/XL
Minimum: 12

New Alegría
SAN362
Shape: Newsboy
Material: Cotton
Details: Lined
Sold By Color: Denim, Lavender, Sky
Size Pack: 2/M, 2/L, 2/XL
Minimum: 6
Hand Woven

**Sound**

SAN346-ASST
- Shape: Fedora
- Material: Toyo
- Details: Ribbon, Bolo Cord Overlay
- Brim: 1 3/4"
- Colors: Assorted 2-Each: Brick, Brown, Navy
- Size Pack: 3-S/M, 3-L/XL
- Minimum: 6

**Tribal**

SAN342-ASST
- Shape: Pinch Front
- Material: Paper Braid
- Details: Navajo Band
- Brim: 2"
- Colors: Assorted 3-Each: Blue, Brown
- Size Pack: 2/M, 2/L, 2/XL
- Minimum: 6

**Navajo**

SAN367-BRN
- Shape: Fedora
- Material: Raffia Braid
- Details: Navajo Band, Guitar Pin, Feather
- Brim: 2 3/4"
- Color: Brown
- Size Pack: 2/M, 2/L, 2/XL
- Minimum: 6

New
Mohican

SAN206-FASH
Shape: Fedora
Material: Vented Toyo
Details: Ribbon, Faux Leather Overlay, Guitar Pin
Brim: 1 3/4” Bound
Colors: Assorted 2-Each: Grey, Natural, Navy
Size Pack: 3-S/M, 3-L/XL
Minimum: 6

Mohican

SAN206-ASST
Shape: Fedora
Material: Vented Toyo
Details: Ribbon, Faux Leather Overlay, Guitar Pin
Brim: 1 3/4” Bound
Colors: Assorted 2-Each: Black, Brown, Honey
Also Sold By Color
Size Pack: 3-S/M, 3-L/XL
Also Sold By Size
Minimum: 6

Best Seller

Hand Woven
Holistic

SAN293-ASST
Shape: Fedora
Material: Toyo
Details: Ribbon
Brim: 2"
Colors: Assorted 3-Each:
Brown, Tan
Size Pack: 2/M, 2/L, 2/XL
(Printed Sweat)
Minimum: 6

New Forward

SAN359
Shape: Fedora
Details: Grosgrain,
Guitar Pin
Brim: 1 1/2"
Sold By Color: Black, Blue,
Brown, Grey
Size Pack: 2/M, 2/L, 2/XL
Minimum: 6
New Hope
SAN363-BRN
Shape: Pork Pie
Material: Paper Braid
Details: Grosgrain
Brim: 1 1/2"
Color: Brown
Size Pack: 2/M, 2/L, 2/XL
Minimum: 6

Best Seller
Aztec
SAN352-BLK
Shape: Flat Bill
Material: Polyester
Details: Plastic Tab
Backstrap
Color: Black
Size: One Size Fits Most
Minimum: 6

Best Seller
Supernatural
SAN351-MULTI
Shape: Flat Bill
Material: Polyester
Details: Plastic Tab
Backstrap
Color: Multi
Size: One Size Fits Most
Minimum: 6
Sales Representatives

Scott Starnes, Executive VP, Sales
Cell: 209-518-1684 | Ph: 214-293-9784
800-325-4287 | Fax: 214-342-5285
scott.starnes@dorfman-pacific.com

Wade Collingsworth, VP of Sales; Eastern Division Sales Manager
Fax: 777-326-1477
wade.collingsworth@dorfman-pacific.com

Frank Kinney, VP of Sales; Western Division Sales Manager
Cell: 209-351-0243 | 800-325-4287 | Fax: 214-342-5285
frank.kinney@dorfman-pacific.com

Corporated Sales/Design
Victor Cornejo, Designer, Corporate Sales
Cell: 972-768-5438 | 800-325-4287 | Fax: 214-342-5285
victor.cornejo@milanohats.com

Wendy Bachelis
Territory: Southern CA (North of I-10 from Santa Monica to Tehachapi, East to I-15) Cell: 818-613-6331 | Fax: 818-225-2271
wendy.bachelis@interisland.net

Alan Barsamian
Territory: AK, Northern ID, MT, OR, WA
Cell: 425-985-2519 | 800-325-4287 | Fax: 360-378-3282
barsamian@interisland.net

Wally, Jennifer & Sam Berkman
Territory: CO, Southern ID, UT (Excluding St. George), NH, WY
Cell: 303-949-5442 (Jennifer) Cell: 303-524-4793 (Sam)
Regional Office Ph: 303-233-0215 800-886-3726 Fax: 303-233-7057
waldobond@comcast.net jenberkman4@comcast.net samberkman1@comcast.net

Radmila Caparosa
Territory: NJ (Excluding Coastal Resort Areas), NY
Cell: 973-306-6443 radcapa66@comcast.net

Frank Cavallaro
Nilo & Associates
Territory: IL, IN, KY, MI, OH
Cell: 630-936-2383 Fax: 630-359-3522 fcav3858@comcast.net

Brendie Cerny
Territory: Southern TX
Cell: 979-513-1644
bonniecerny@gmail.com

Lisa De Luca
Territory: Southern CA (I-91 to Mexico Border)
Cell: 919-997-3323 Fax: 858-293-9970
lisa.deluca@dorfman-pacific.com

Ron Fuller
Territory: West FL (Palm Beach to Key West)
(W of Rte. 27), Coastal Resort Areas of DE, MD, NJ, NC, SC, VA
Cell: 305-240-2023 Fax: 800-736-7040
roncoastal@comcast.net

Beverly Gale
Fuller & Associates
Territory: West FL (Palm Beach to Key West)
(W of Rte. 27), Coastal Resort Areas of DE, MD, NJ, NC, SC, VA
Cell: 757-545-5007 Fax: 866-563-5462
brexio@gmail.com

Sue Gallagher
Territory: Central and Eastern FL, from GA to Miami
Cell: 561-699-9214 Fax: 386-673-5069
suegallaghersales.com

Thom Harris
Territory: El Paso County TX
Cell: 214-507-4374 Fax: 972-378-6561
thom.harris@milanohats.com

Jim Hollman
Territory: IA, MN, ND, SD, WI
Cell: 612-770-1054 Fax: 763-595-8982
jim.hollman@milanohats.com

Al Alan Hyman / Elena Carboni
Territory: CT, MA, ME, NH, RI, VT
Cell: 914-714-5990 Fax: 781-329-7622
alalanhyman@gmail.com

Richard Jacobs
Territory: HI, Guam, Saipan
Cell: 808-224-5103 808-524-1755 Fax: 808-524-1773
emoveshawaii@gmail.com

Scott & Peggy Kent
Territory: Northern CA (Alameda, Contra Costa, Monterey & San Luis Obispo Counties)
Cell: 925-998-3757 (Scott)
Cell: 925-998-4794 (Peggy) Ph: 925-736-9699
877-636-6790 Fax: 925-736-7620
sskenthat@gmail.com, pkenthat@gmail.com

Danielle Kulger
Territory: AZ, Southern NV, St. George UT
Cell: 702-683-8721 Fax: 702-989-3262
danielle.kulger@gmail.com

Scott Lester
Territory: DC, DE, MD, PA, VA, WV (Excluding Coastal Resort Areas)
Cell: 443-756-7956 Fax: 866-540-3656
scottphats@gmail.com

Gary Zeledon
Territory: Northern CA (San Francisco Peninsula to Oregon Border)
Cell: 919-612-9931 Fax: 919-784-9313
gary.zeledon@gmail.com

International Sales
Rafael H. Arbelaez
Territory: South America
Ph: 593-323-8548 (US) Fax: 506-574 3124007
hatman70@hotmail.com

Salvador Egea, Jr.
Territory: Caribbean Region
Ph: 787-647-8542 Fax: 787-788-1153 sal@tropicalvendors.com

Kelly Harper
Territory: Canadian Province: BC (Central)
Cell: 250-769-5829 800-658-1544 Fax: 250-769-8090
vkharper@telus.net

Savina Huff
Territory: Canadian Province: BC (Lower Mainland)
Cell: 604-377-7288 Fax: 604-888-7235
savinhuff@shaw.ca

Michael Jaz
Territory: Canadian Provinces: NB, NL, NS, ON, QC
Cell: 613-327-4749 Fax: 613-830-7787
nick.jaz@sympatico.ca

Len Zucchini
Territory: Canadian Province: AB (Central & Southern)
Cell: 403-923-0598 Fax: 403-208-9441
lenz@shaw.ca

Debra Highsmith, VP of Women’s Division & Catalog Sales
Territory: Mexico
Cell: 919-338-2961 | Ph: 209-373-1324
800-675-9817 Fax: 866-247-4624
debra.highsmith@dorfman-pacific.com

Dennis Marxen, Senior VP of Global Sales
Cell: 916-847-0480 Fax: 916-939-1200
dennis.marxen@dorfman-pacific.com

Maggie Lipton
Territory: Caribbean Region
Fax: 678-574-7782
danielle.kugler@gmail.com

Rick Highsmith
Territory: Hawaiian Islands
Fax: 787-647-8542
danielle.kugler@gmail.com

Global Sales
Debra Highsmith, VP of Women’s Division & Catalog Sales
Territory: Mexico
Cell: 919-338-2961 | Ph: 209-373-1324
800-675-9817 Fax: 866-247-4624
debra.highsmith@dorfman-pacific.com

Dennis Marxen, Senior VP of Global Sales
Cell: 916-847-0480 Fax: 916-939-1200
dennis.marxen@dorfman-pacific.com

Publicist
Shelley Lipton
Lipton Publicity, Inc.
Ph: 212-750-6654
liptonpublicity@iol.com

07/10/2017
Order Information / Price Index

©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 Dorfman Pacific 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.

FedEx 24-hour toll-free fax service and voice messaging.

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 and 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.

STYLE PAGE NAME
SAN109-GREY 2 Spirit
SAN190-ASST 2 Quetzal
SAN701-NAT 2 Nebula
SAN704-TEA 3 Bhumi
SAN705-NAVY 3 Trishul
SAN149-NAT 4 Salvador
SAN703-IVORY 4 Rewind
SAN192-MULTI 5 Luminosity
SAN702-GREY 5 Sonata
SAN706-BLK 5 Luminosity

Box Also Available For Purchase Separately

STYLE PAGE NAME
SAN326-ASST 6 Bliss
SAN364-NAT 6 Pheasant
SAN365 7 Peacock
SAN366-TEA 7 Mix Media
SAN266-ASST 8 Memento
SAN360 8 Degree
SAN361-ASST 9 Essence
SAN362 9 Alegría
SAN342-ASST 10 Tribal
SAN346-ASST 10 Sound
SAN367-BRN 10 Navajo
SAN206-ASST 11 Mohican
SAN206-FASH 11 Mohican
SAN293-ASST 12 Holistic
SAN359 12 Forward
SAN351-MULTI 13 Supernatural
SAN352-BLK 13 Aztec
SAN363-BRN 13 Hope

carlossantananahats.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 and textures making them distinctively Santana.