2020 SPRING/SUMMER
HEADWEAR COLLECTION

4 PREMIUM
6 CLASSIC
20 RAIN
22 NO FLY ZONE
28 OUTDOOR
36 CAPS
40 LEATHER
50 SALES REPS
51 INDEX

Dorfman Pacific®
In 1865, John B. Stetson fashioned the hat that would become the symbol of American independence, individuality, integrity and strength. Today everything that carries the Stetson brand, from authentic western wear to rugged action wear to contemporary street wear, stays true to these American values; make things right and the best they can be.
PREMIUM COLLECTION

Meticulously handmade in Germany with cashmere and silk fibers. These pieces will age like a fine wine and elevate your style.
KNOX | STC1
Hatteras Cashmere/Silk Blend Newsboy | Silk Lining
Sold by Color | Sold by Size M-2X
Minimum 1 | 122XDF

THATCHER | STC2
Bandera Cashmere/Silk Blend Ivy | Silk Lining
Sold by Color | Sold by Size M-2X
Minimum 1 | 122JPH
As renowned and timeless as the brand, these styles complement everyday wear while offering a bit of panache to your wardrobe.
CLASSIC

NORWICH | STC145
Linen Ivy | Mesh Lining
Sold by Color | Sold by Size M-XL
Minimum 1 | 77SSB0

DP DART | STC313
Packable Cotton Ivy
Sold by Color | 2-S/M, 4-L/XL
Minimum 6 | 98YUI0
CLASSIC

Coral

**THIMBLE | STC351**
Plaid Cotton Ivy
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | 98GVA0

Blue

**BLOCK | STC356**
Oxford Cloth Cotton Ivy | Lined
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | 98RQNO

Grey

Blue
NEW STRIPER | STC352
Seersucker Cotton Ivy
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | 98HDK0

NEW BLUES | STC353
Seersucker Cotton Fedora with 1 1/2" Brim
| Cotton Band with Lining
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | 98KDWO
NEW PUB | STC357
Packable Micro Herringbone Terylene Blend Ivy | Print Lining
Sold by Color | 2-S/M, 4-L/XL
Minimum 6 | 98STL0

NEW FLANNIGAN | STC358
Packable Micro Herringbone Terylene Blend Newsboy | Print Lining
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | 98HEM0

NEW MALORY | STC359
Micro Herringbone Terylene Blend Fedora with 1 1/2” Brim | Print Lining
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | 98PDX0
NEW KEEPER | STC355
Irish Linen Fedora with 1 5/8" Brim | Ribbon Band, Print Lining
Sold by Color | Sold by Size M-XL
Minimum 1 | 77AYA0

NEW CRAVAT | STC354
Irish Linen Ivy | Print Lining
Sold by Color | Sold by Size M-XL
Minimum 1 | 77TPZ0
NEW COLTON | STC346-GREY
Paper Braid Fedora with 2" Brim | Ribbon Band
Grey | 1/M, 3/L, 2/XL
Minimum 6 | HKC014

BIGHORN | STC341-KAKI
Linen Safari with Bound 2 1/2" Brim | Suede Band
with Mesh Lining
Khaki | 1/M, 3/L, 2/XL
Minimum 6 | 168WLM

CLEAR CREEK | STC342-NAT
Linen Fedora with 2" Brim
Natural | 1/M, 3/L, 2/XL
Minimum 6 | 168XSW
CLASSIC

**CREASE | STC310**
Polyester Ivy | Linen Peak
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | 98NTP0

**CHAIN | STC309**
Polyester Fedora with Bound 1 1/2” Brim
| Linen Band
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | 98IFW0
CLASSIC

**CHATUGE | STC339**
Lightweight Reeded Fabric Outback with 2 3/4" Brim | Faux Leather Band
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | HLV016

**AGNEW | STC340**
Lightweight Reeded Fabric Fedora with Paper Braid 2" Brim | 3-Pleat Linen Band
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | BRK016
**WAPELLO | STC344**
Lightweight Reeded Fabric Fedora with 2 1/4" Brim | Faux Leather Band
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | KSD015

**WALLACE | STC345**
Lightweight Reeded Fabric Fedora with 2" Brim | Ribbon Band
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | FTC015
NEW CALF | STC362-KAKI
Weathered Toyo Ivy | Weathered Cotton Peak and Print Lining
Khaki | 1/M, 3/L, 2/XL
Minimum 6 | 98AUA0

NEW COOPER | STC361-KAKI
Weathered Toyo Fedora with 1 3/4” Brim | Print Lining
Khaki | 1/M, 3/L, 2/XL
Minimum 6 | 98FUC0

NEW HUNTER | STC364
Weathered Toyo Outback with Bound 3” Brim | Print Lining and Chin Cord
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | 98FCWO
RAIN COLLECTION

Designed specifically to keep you dry in the outdoor elements. These styles have water repellent, cotton fabric that is both comfortable and resilient.
RAIN

CAMBRIDGE | STC60
Water Repellent Cotton Blend Ivy
Sold by Color | Sold by Size M-2X
Minimum 1 | 77CQNO

GABLE | STC61
Water Repellent Cotton Blend Safari with 2 1/4" Brim | Faux Leather Band
Sold by Color | Sold by Size M-2X
Minimum 1 | 77INI0

CONGAREE | STC170-KAKI
Water Repellent Cotton Blend Bucket with 2" Brim
Khaki | Sold by Size M-2X
Minimum 1 | 77WKK0

Black Khaki Navy

Khaki Black

Khaki Black Navy
NO FLY ZONE™ is EPA registered. Proven to repel mosquitos, ants, ticks, chiggers, flies, and midges. Unique patented process and proprietary binding system of the repellent on the fabric.

• No Fly Zone™ hats are non-toxic, odorless, invisible protection proven to repel insects
• Constructed of comfortable nylon fabric
• Features one of the most efficient permethrin fabric treatment processes available
• Sweating and washing won’t deteriorate effectiveness
• Hats maintain protection after 70 washings – extending the life of the hat while giving you maximum value and performance

WHY NO FLY ZONE™?
• Permethrin is recommended by the CDC and WHO as a defense against insects
• Featured on the WHO’s list of essential medicines
• Also used to treat US military uniforms and mosquito nets to improve their efficacy

Effective Against
- MOSQUITOS
- TICKS
- ANTS
- CHIGGERS
- FLIES
- MIDGE

DISCOVER THE NO FLY ZONE™ DIFFERENCE

CONTACT REPELLENCY
Registered with the EPA, Burlington® Lab’s No Fly Zone™ insect repellent technology works as a contact repellent. As a contact repellent, NFZ affects the insect’s nervous system causing “hot foot”, making the insect fly away before it may bite. This technology may help to prevent the spread of insect borne diseases by repelling insects away from the body through apparel or gear.
NO FLY ZONE™

BERGHUND | STC197
No Fly Zone™ Nylon Safari with 3 1/4” Brim | Mesh Sidewall and Chin Cord
Sold by Color | 1/M, 3/L, 2/XL | Moisture Wicking Sweatband
Khaki, Willow Also Sold by Size M-XL
Minimum 6 | 98JQV0

MONTANA | STC198
No Fly Zone™ Nylon Safari with 3 1/4” Brim | Mesh Sidewall and Chin Cord
Sold by Color | 1/M, 3/L, 2/XL | Moisture Wicking Sweatband
Khaki, Willow Also Sold by Size M-XL
Minimum 6 | 98LSH0

Khaki
Willow
Marine
NEW COLOR

Khaki
Willow
Marine
NEW COLOR
NO FLY ZONE™

PONDEROSA | STC263
No Fly Zone™ Nylon Bucket with 2” Brim
Sold by Color | 1/M, 3/L, 2/XL | Moisture Wicking Sweatband
Minimum 6 | 98BLCO

TORTUGAS | STC200
No Fly Zone™ Nylon Boonie with 2 1/2” Brim | Chin Cord and Adjustable Fit Toggle
Sold by Color | 1/M, 3/L, 2/XL | Moisture Wicking Sweatband
Minimum 6 | 98HDOO

SWITCHBACK | STC199
No Fly Zone™ Nylon Boonie with 2 1/2” Brim | Sun Shield with Chin Cord and Adjustable Fit Toggle
Sold by Color | 1/M, 3/L, 2/XL | Moisture Wicking Sweatband
Khaki, Willow Also Sold by Size M-XL
Minimum 6 | 98JLF0
NO FLY ZONE™

EDMUND | STC207-ASST
No Fly Zone™ Nylon Boonie with 2 1/2” Brim | Mesh Sidewall and Chin Cord
2-Brown, 2-Lagoon, 2-Purple | One Size | Moisture Wicking Sweatband
Minimum 6 | 98JQ00

GATOR | STC327
Unstructured REALTREE XTRA® No Fly Zone™ Nylon Baseball Cap | Velcro® Backstrap
Sold by Color | One Size Fits Most | Moisture Wicking Sweatband
Minimum 6 | 98HCJ0
EMBER | STC206-OLIVE
No Fly Zone™ Nylon Boonie with 3” Brim
Olive | One Size | Inner Drawstring Sweatband
Minimum 1 | 98FJKKO

BROOK | STC294-KAKI
No Fly Zone™ Nylon Facesaver with 4” Peak | Bow
Khaki | One Size | Moisture Wicking Sweatband
Minimum 1 | 98HQC0

REEL IN | STC325
No Fly Zone™ Nylon Safari with 3” Brim | Sun Shield and Chin Cord
Sold by Color | 1/M, 3/L, 2/XL | Moisture Wicking Sweatband
Minimum 6 | 98PCBO

RUNOFF | STC264
Unstructured No Fly Zone™ Nylon Flap Cap with 3 1/2” Peak | Sun Shield with Adjustable Fit Toggle and Wind Cord
Sold by Color | 2-S/M, 4-L/XL
Minimum 6 | 98MKK0
HAWKER | STC290-CAMO
REALTREE XTRA® No Fly Zone™ Nylon Safari with 2 1/2” Brim | Chin Cord
Camo | 1/M, 3/L, 2/XL | Moisture Wicking Sweatband
Also Sold by Size M-XL
Minimum 6 | 98QQ80

PURUSANT | STC291-CAMO
REALTREE XTRA® No Fly Zone™ Nylon Safari with Bound 3 1/4” Brim | Mesh Sidewall and Chin Cord
Camo | 1/M, 3/L, 2/XL | Moisture Wicking Sweatband
Minimum 6 | 98OMSO

FORESTER | STC292-CAMO
REALTREE XTRA® No Fly Zone™ Nylon Boonie with 2 1/2” Brim | Sun Shield with Adjustable Fit Toggle and Chin Cord
Camo | 1/M, 3/L, 2/XL | Moisture Wicking Sweatband
Also Sold by Size M-XL
Minimum 6 | 98KYTO

VENSION | STC293-CAMO
REALTREE XTRA® No Fly Zone™ Nylon Boonie with 2 1/2” Brim | Chin Cord
Camo | 1/M, 3/L, 2/XL | Moisture Wicking Sweatband
Also Sold by Size M-XL
Minimum 6 | 98LRSO
OUTDOOR COLLECTION

Inspired by Stetson's original heritage of adventurers and frontiersmen, these pieces are crafted to be rugged yet refined. Ideal for weekend hikes and spending long hours under the sun.
NEW RIVER | STC365-BTAN
Brushed Microfiber Safari with 2 1/4” Brim
British Tan | 1/M, 3/L, 2/XL
Minimum 6 | 168SCT

NEW REED | STC366-BTAN
Brushed Microfiber Ivy | Print Lining
British Tan | 1/M, 3/L, 2/XL
Minimum 6 | 168YST

NEW STORNO | STW352-BRN
Roll-Up Weathered Cotton Bucket with 2 3/8” Brim
Brown | 1/M, 3/L, 2/XL
Minimum 6 | 98JPT0

NEW CARDIFF | STC138-BRN
Polished Weathered Cotton Ivy
Brown | Sold by Size M-XL
Minimum 1 | 77LUP0
ELGIN | STC353-BRN
Tarp Cloth Cadet | Plaid Lining
Brown | 2-S/M, 4-L/XL
Minimum 6 | 98WKR0

AYR | STC354-BRN
Tarp Cloth Ivy | Weathered Cotton Peak
Brown | 1/M, 3/L, 2/XL
Minimum 6 | 98NLG0

BEND | STC287-BRN
Tarp Cloth Boonie with 3” Brim | Camo Band, Adjustable Fit Toggle and Chin Cord
Brown | 1/M, 3/L, 2/XL
Minimum 6 | 98LK10

ELDER | STC335-BRN
Tarp Cloth Boonie with Bound 2 3/4” Brim | Chin Cord
Brown | 1/M, 3/L, 2/XL
Minimum 6 | 98WNZ0
BUCKAROO | STC363-BRN
Tarp Cloth Outback with Shapeable 3" Brim | Chin Cord
Brown | 1/M, 3/L, 2/XL
Minimum 6 | 98RSQ0

LONGTRAIL | STW320-BRN
Tarp Cloth Safari with Bound 2 1/2" Brim | Camo Band
Brown | 1/M, 3/L, 2/XL
Minimum 6 | 98KQW0

LEDGEWOOD | STW319-BRN
Structured Tarp Cloth Baseball Cap | Buckle Closure
Brown | One Size Fits Most
Minimum 6 | 98OKA0

SKYEBAR | STW318-BRN
Tarp Cloth Outback with Shapeable 3" Brim | Camo Band, Chin Cord
Brown | 1/M, 3/L, 2/XL
Minimum 6 | 98QHW0
OUTDOOR

BUCKTHORN | STC334
Tarp Cloth Outback with Shapeable 3” Brim |
Chin Cord
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | 98PNF0

BUCKEYE | STC330
Washed Pigment Dyed Canvas Safari with 2 1/2” Brim | Weathered Cotton Band
Sold by Color | 1/M, 3/L, 2/XL
Minimum 6 | 98XKG0
KINROSS | STW278-BRN
Distressed Cotton Tiller with 3” Brim | Chin Cord
Brown | Sold by Size M-XL
Minimum 1 | 77QXZ0

COLUMBIA | STC283-MSHRM
Mesh Covered Nylon Safari with Bound 2 3/4” Brim | Chin Cord
Mushroom | Sold by Size M-XL | COOLMAX® Sweatband
Minimum 1 | 77BHE0

LOON | STW316-BRN
Weathered Cotton Outback with Shapeable 3” Brim | Chin Cord
Brown | 1/M, 3/L, 2/XL
Minimum 6 | 98JTK0

STASH | STW317-BRN
Weathered Cotton Safari with 2 1/2” Brim | Camo Band
Brown | 1/M, 3/L, 2/XL
Minimum 6 | 98DTE0

ALDER | STC336-BRN
Weathered Cotton Tiller with 2 3/4” Brim | Chin Cord
Brown | 1/M, 3/L, 2/XL
Minimum 6 | 98RKVO
GRAND CANYON | STC205
Mesh Covered Nylon Safari with Bound 2 3/4” Brim | Mesh Sidewall and Chin Cord
Sold by Color | Sold by Size S-2X | COOLMAX® Sweatband
Minimum 1 | 77OZZ0
Expanding our headwear range this season, we offer a variety of caps to complement our structure collections. Traditional linen to extreme, washed cotton fabrics combine to round out this assortment.
**NEW**

**HEALY | STC368**
Structured Cotton Baseball Cap | Leather Backstrap and Buckle Closure
Sold by Color | One Size Fits Most
Minimum 6 | 08OFR0

**NEW**

**TRIUMPH | STC367**
Structured Rip Stop Cotton Baseball Cap | Buckle Closure
Sold by Color | One Size Fits Most
Minimum 6 | 08HOD0
CAPS

NEW KYLE | STC350
Unstructured Extreme Washed Cotton Baseball Cap | Buckle Closure
Sold by Color | One Size Fits Most
Minimum 6 | 08FSB01325XL

NEW LOCH | STC349
Unstructured Washed Pigment Dyed Cotton Baseball Cap | Buckle Closure
Sold by Color | One Size Fits Most
Minimum 6 | 08CDH01325MM

Navy  Khaki
Black  Purple  Khaki
BUCKTAIL | STC213
Unstructured Linen Blend Baseball Cap | Leather Backstrap and Antique T-Slide
Sold by Color | One Size Fits Most
Minimum 6 | 77HR50

MORGAN | STC369
Structured Linen Blend Baseball Cap | Watchstrap Backstrap
Sold by Color | One Size Fits Most
Minimum 6 | 08OFL0

SUWANEE | STC337
Unstructured Polyester Baseball Cap | EasyTape® Backstrap
Sold by Color | One Size Fits Most
Minimum 6 | 77MDT0

Brown
Natural
Khaki
Navy
Black
Olive
Natural
Orange
LEATHER COLLECTION

Beautifully crafted, goat and cow leather laid cross iconic newsboy, safari, and ivy shapes. This premium collection elevates your styling and pairs well with contemporary outfits.
LEATHER

HARPER | STW291-SADDLE
Goat Leather Newsboy
Saddle | Sold by Size M-XL
Minimum 1 | 131DVM

DREGHORN | STW292-SADDLE
Goat Leather Safari with 2 1/2” Brim
Saddle | Sold by Size M-XL
Minimum 1 | 131PXV

CARLTON | STW337-SADDLE
Goat Leather Ivy
Saddle | Sold by Size M-XL
Minimum 1 | 131DDW

STOWE | STW298-BRN
Oily Timber Leather Newsboy | Corduroy Lining
Brown | Sold by Size M-XL
Minimum 1 | 131HRQ

P: 800-367-3626      HABLAMOS ESPANOL X2100      6:30AM - 5:00PM PACIFIC TIME      WWW.DORFMANPACIFIC.COM
LEATHER

ONASSIS | STW335
Lamb Leather Ivy | Plaid Lining
Sold by Color | Sold by Size M-XL
Minimum 1 | 168APP

COCONINO | STW336
Unstructured Lamb Leather Baseball Cap | Antique T-Slide
Sold by Color | One Size Fits Most
Minimum 1 | 168UCG
LEATHER

PEYTON | STW510
Unstructured Oily Timber Leather Baseball Cap | Velcro® Backstrap
Sold by Color | One Size Fits Most
Minimum 1 | 08MSB0

Black
Brown

MOHER | STW515
Oily Timber Leather Ivy | Lined
Sold by Color | Sold by Size S/M, L/XL
Minimum 1 | 13IPNL

Black
Brown
LEATHER

BIG HORN | STW282-BRN
Unstructured Suede Baseball Cap | Buckle Closure
Brown | One Size Fits Most
Minimum 1 | 168RHA

GALLOWAY | STW285-BRN
Suede Ivy | Lined
Brown | Sold by Size M-XL
Minimum 1 | 168UNO

TULLAMORE | STW239-BRN
Weathered Leather Safari with Bound 2 3/8” Brim | Perforated Leather Sidewall
Brown | Sold by Size M-XL
Minimum 1 | 168IQS
LEATHER

**LEVEN | STW46**
Suede Ivy | Lined
Sold by Color | Sold by Size M-XL
Minimum 1 | 43YXDO

**EDISON | STW199**
Weathered Leather Newsboy | Lined
Sold by Color | Sold by Size M-XL
Minimum 1 | 168RYT

Taupe
Black
Brown
Chocolate
LEATHER

GALWAY | STW200
Weathered Leather Ivy
Sold by Color | Sold by Size M-XL
Minimum 1 | 168ZJC

HOOD | STW297
Weathered Leather Ivy | Perforated Leather Sidewall
Sold by Color | Sold by Size M-XL
Minimum 1 | 168LXQ
LEATHER

ARGYLE | STW355
Weathered Leather Cadet | Buckle Closure
Sold by Color | 1-S/M, 2-L/XL
Minimum 3 | 168HVU

DUNDEE | STW520
Leather Ivy
Sold by Color | Sold by Size S/M, L/XL
Minimum 1 | 131DLN
SALES MANAGEMENT
SCOTT STARNES, Executive VP, Business Development
800-325-4287 Fax: 214-342-1285
scott.starnes@dorfman-pacific.com

KURT WILLET, Executive VP of Sales
Cell: 817-219-3304
Ph: 210-373-1377
Kurt.willet@dorftman-Pacific.com

WADE COLLINGSWORTH, VP of Sales; Eastern Division Sales Manager
Fax: 717-326-1477
wade.collingsworth@dorftman-pacific.com

FRANK KINNEY, VP of Sales; Western Division Sales Manager
Cell: 209-351-0243 Direct Office: 972-810-4210 800-886-3726 Fax: 360-378-3282
Cell: 425-985-2519 Ph: 360-378-3252
frank.kinney@dorftman-pacific.com

CORPORATE SALES/DESIGN
BILL STEIN, VP of Corporate Sales
Cell: 570-428-7265 Ph: 570-649-5887
bill.stein@dorftman-pacific.com

SALES REPRESENTATIVES
WENDY BACHELIS
 Territory: Southern CA (North of I-10 from Santa Monica to Tehachapi, East to I-15)
Cell: 818-613-6331 wendybachelis@gmail.com

ALAN BARSAMIAN
 Territory: AK, Northern ID, MT, OR, WA
Cell: 425-985-2519 Ph: 360-378-3252 800-474-2698 Fax: 360-378-3282
barsamian@interisland.net

WALLY, JENNIFER & SAM BERKMAN
 Territory: CO, Southern ID, UT (Excluding St. George), NM, WY
Cell: 303-949-5442 (Jennifer)
Cell: 303-949-4793 (Wally)
Cell: 303-521-4794 (Sam)
Regional Office: Ph: 303-233-0215 800-886-3726 Fax: 303-233-7077
waldobond@comcast.net jennigrjo4@comcast.net
samberkman1@comcast.net

RADMILA CAPAROSA
 Territory: NJ (Excluding Coastal Resort Areas), NY
Cell: 917-306-6443 radmila@milanohats.com

ELENA CARBONI
 Territory: CT, MA, ME, NH, RI, VT
Cell: 914-714-5999 Fax: 800-395-4182 elenacarboni.ne@gmail.com

FRANK CAVALLARO
 Nilo & Associates Territory: IL, IN, KY, MI, OH
Cell: 630-936-2538 Fax: 630-359-3522 fcav3858@comcast.net

LISA DE LUCA
 Territory: Southern CA (HWY 91 to Mexico Border)
Cell: 619-977-3323 Fax: 858-259-9970 lisa.deluc@dorfman-pacific.com

ERIK ERWIN
 Territory: Northern and Southern TX Cell: 832-865-4452 doubletx@gmail.com

RON FULLER
 Territory: West FL (Panhandle to Key West)
(W of Rt. 27), Coastal Resort Areas of DE, MD, NJ, NC, SC, VA
Cell: 305-240-0203 Fax: 800-736-7040
roncoastal@gmail.com

BEVERLY GALE
 Fuller & Associates Territory: West FL (Panhandle to Key West)
(W of Rt. 27), Coastal Resort Areas of DE, MD, NJ, NC, SC, VA
Cell: 757-545-5007 Fax: 866-523-5462
brelax1@gmail.com

SUE GALLAGHER
 Territory: Central and Eastern FL from GA to Miami
Cell: 561-699-9214 Ph: 386-673-5060 Fax: 386-673-3083 suezall331@bellsouth.net

THOM HARRIS
 Territory: El Paso County TX
Cell: 214-507-4374 Ph: 214-342-0071
Fax: 972-378-5661 thom.harris@milanohats.com

JIM HOLLY
 Territory: IA, MN, ND, SD, WI
Cell: 612-770-1054 Fax: 763-595-8982
jim@hollysales.com

RICHARD JACOBS
 Territory: HI, Guam, Saipan
Cell: 808-224-1303
808-524-1755 Fax: 877-524-1773
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
Fax: 925-736-7620
ssken@milanohats.com, paken@milanohats.com

SCOTT LESTER
 Territory: DC, DE, MD, PA, VA, WV (Excluding Coastal Resort Areas)
Cell: 443-756-7966 Fax: 866-540-3656
scottphats@gmail.com

BARRY LITMAN & CAROL CLARK
 Territory: KS, MO, NE
Cell: 918-510-8583 Fax: 918-510-0477
barry@bigredgate.com, carol@bigredgate.com

DAVID MILANI
 Territory: Northern CA (San Francisco Peninsula to Oregon Border)
Cell: 415-517-2520 Fax: 415-861-0488
david.milani2@gmail.com

REGGIE POOLEY
 Territory: Northern and Southern Texas
Cell: 713-826-6910 Fax: 732-213-3152
rpl23010tx@ial.com

DAVID REVIS
 Territory: AR, LA, MS, OK
Cell: 501-908-5345
rerev3@gmail.com

PAUL SMITH
 Territory: AL (Including Gulf Shores and Orange Beach), GA (Including St Simons, Tybee Island and Jekyll Island Coast), NC (Excluding Coastal Resort Areas), SC (Excluding Coastal Resort Areas), TN
Cell: 678-777-5328 Fax: 770-818-5556
pswsmiths@gmail.com

JOHN TIGHE
 Territory: Southern CA (Downtown Los Angeles, East San Diego, Palm Springs, East HWY-91 to I-15, HWY-55 North to I-10), , Mammoth Lake & Bishop CA
Cell: 714-454-2766 800-549-6804 Fax: 951-304-9615
john.tighe@gmail.com

DAN GRAY
 Territory: West Texas -- All of Texas West of Hwy 281, including Wichita Falls, TX and North of I-20 (including Midland & Odessa) to the Mexico Border
Ph: 405-659-7312 P: 405-844-6970
dan.gray@milanohats.com

DEBBY WATSON
 Territory: TX (All of Texas West of HWY 281, including Wichita Falls, TX and North of I-20 (including Midland & Odessa) to the Mexico Border
Ph: 405-659-7312 P: 405-844-6970
debby.watson@milanohats.com

GARY ZELEDON
 Territory: Central & Northern CA (Tehachapi/Bakersfield North), Northern NV, Southern OR
Cell: 916-612-9313 Fax: 916-784-8593
gary.zeledon@gmail.com

INTERNATIONAL SALES
RAFAEL A. ARBELAEZ
 Territory: South America
Cell: 011-573-15340721 (Colombia)
Ph: 954-323-8548 (US)
Fax: 916-751-5241077
hatman70@hotmail.com

SALVADOR GUEA, JR.
 Tropical Vendors Territory: Caribbean Region
Ph: 787-788-1207 Fax: 787-788-1153
sal@tropicalvendors.com

KELLY HARPER
 Territory: Canadian Province: BC (Central)
Office: 250-769-5829 800-658-1344 Fax: 250-769-8090
vkharper@fetus.net

SAVINA HUFT
 Territory: Canadian Province: BC (Lower Mainland)
Fax: 604-377-7258 Ph: 604-888-7235
savinhuff5@shaw.ca

MICHAEL JAZ
 Territory: Canadian Provienes: NB, NL, NS, ON, QC
Cell: 613-327-4749 Fax: 613-830-7787
613-830-8576
nick.jaz@sympatico.ca

LENNY FROST
 Territory: Canadian Province: AB (Central & Southern)
Fax: 403-923-0598 Ph: 403-208-9441
leny2@shaw.ca

GLOBAL SALES
DEBRA HIGHSWORTH, VP of Women's Division & Catalog Sales
Territory: Mexico
debra.highsmith@dorfman-pacific.com

DENNIS MARXEN, Senior VP of Global Sales
Territory: Global Sales
Cell: 918-516-0477 Ph: 918-510-8583
Fax: 918-253-3888
dennis.marxen@dorfman-pacific.com

Updated: 8/12/19
For example, order by Tuesday and have your best sellers restocked for $1,000. This is a great way to increase both sales and inventory turns. Special Note: Color assortments may be altered after this catalog was printed. Prices are subject to change.

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: $450 for opening order and $200 fill in orders.

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 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.

This new customer service feature is now up and running. To be included, you or your sales representative need only provide your e-mail address or fax# to any customer service representative and we will do the rest. Please allow 3 business days to add you to this program. In the event that you wish to stop this notification, please contact Customer Service at 800-367-3626.

Special Note: Color assortments may be altered after this catalog was printed. Prices are subject to change.