

**Akubra Hats and Accessories
 Wholesale Information
 Effective April 1, 2010**

David Morgan has been distributing Akubra hats, Australia's finest fur felt hats, here in North America since 1965. We offer stock service from our warehouse in Bothell, Washington of more than twenty Akubra styles well suited to the North American market. In addition to this easy and convenient stock service, we can provide you with most of the more than 70 styles Akubra makes in pure fur felt and straws (hemp braid and polypropylene) through our Indent Order Program.

Our stock service Akubra styles are shown on the accompanying Style Guide. Detailed descriptions of each stock service style can be found at our web site: akubra-usa.com. The Akubra styles available through our Indent Order Program are shown in the Akubra Product Catalogue, available on request or downloadable at akubra-usa.com/catalogue.

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Akubra Stock Service Hats

Item #	Hat Style Name	Style Type	Stock Service Availability		Page	Price USD
			Sizes	Colors		
1632	Adventurer (Open Crown)	Country	56 - 64	Mid Brown	none	
1628	Angler	Country	55 - 64	Regency Fawn	5	
1601	Aussie Slouch (Military) (Open Crown)	Specialty	54 - 63	British Khaki	24	
1622	Banjo Paterson	Heritage Collection	54 - 64	Heritage Fawn, Graphite Grey (Charcoal)	16	
1633	Burke and Wills	Heritage Collection	56 - 61	Light Sand	16	
1606	Bushman (Open Crown)	Country	55 - 63	Nullarbor Tan	none	
1613	Cattleman	Country	54 - 64	Santone Fawn, Glen Grey (Medium Gray), Tanbark Brown	4	
1616	Coober Pedy	Country	54 - 64	Santone Fawn, Black, Bluegrass Green (Moss Green)	5	
1619	Kiandra	Country	54 - 64	Loden (Dark Fawn), Black, Sand	7	
1624	Lawson	Heritage Collection	54 - 64	Loden (Dark Fawn)	16	
1625	Lightning Ridge	Heritage Collection	54 - 64	Heritage Fawn, Sand	none	
1618	Pilbara	Western	54 - 62	Regency Fawn, Black	11	
1611	Snowy River	Country	54 - 65	Santone Fawn, Glen Grey (Medium Gray), Black	5	
1610	Squatter (Open Crown)	Country	56 - 63	Black, Fawn (Mid Fawn), Moonstone Grey (Gray)	none	
1634	Stony Creek	Western	56 - 61	Black	9	
1746	Stylemaster	Fashion	55 - 64	Carbon Grey — available Fall 2010	12	
1620	Sydney (Open Crown)	Fashion	54 - 64	Regency Fawn, Graphite (Charcoal)	none	
1627	Territory	Western	55 - 64	Santone Fawn, Sand	9	
1617	The Boss	Western	54 - 63	Black, Sand	9	
1623	The Overlander	Heritage Collection	54-64	Graphite (Charcoal), Loden (Dark Fawn), Sand	none	
1626	Traveller	Lifestyle Collection	55 - 61	Regency Fawn	17	
1635	Hemp Range	Straw	55 - 61	Natural	20	

Note: Page numbers refer to the Akubra Product Catalogue. Prices are given in USD, F.O.B. Bothell, Washington.

Stock Service Ordering Information Our minimum order is just five hats. Fill in orders to existing accounts for less than five hats will carry a handling charge of \$15.00. You may order by phone, fax or mail. Most orders are shipped within 48 hours. We do our best to fill all orders from stock. However, if we are unable to fill your order we will let you know and, unless specifically asked by you, will cancel orders we cannot fill immediately.

Shipping We ship by United Parcel and USPS, with the hats nested to minimize your shipping costs. Wholesale shipments are made Tuesday through Friday. Please allow at least two days for shipment of larger orders. We do not offer drop shipping.

Payment Terms Net 30 days, no discounts allowed, F.O.B. Bothell, Washington. Overdue accounts are subject to a monthly service charge of 1.5% (18% per annum). We will not process orders on any accounts over 30 days past due. Please pay from invoices. Statements are sent upon request only.

Accessories Increase your sales by offering hat stretchers and our fine hand braided kangaroo leather hat bands and chin straps. These are available only to our accounts carrying Akubra hats.

Hours We are open from 9 a.m. to 5 p.m. Pacific Time, Monday through Friday. (Closed major holidays.) Phone us at 1-800-324-4934 with your order or fax us at (425)-486-0224. If calling from the greater Seattle area, Canada or abroad, our phone number is (425) 485-2132 and our fax number is (425) 486-0224. Our email address is inquiry@akubra-usa.com.

Pricing information Current Pricing information is given upon request. Our hat and accessory prices are all given in USD, F.O.B. Bothell, Washington.

Indent Order Program You can order just about any of the over seventy styles made in Akubra's Kempsey factory. Indent orders are manufactured by Akubra for the specific customer placing the order, therefore require a significant lead time. Since David Morgan does not stock these hats, fill in orders will also require the same lead time. Browse through the Akubra Product Catalogue or visit Akubra's web site at akubra.com.au to view these styles. Some of the styles we offer through our stock service are available in additional colors through the Indent Order Program. Please note that these hats will have hat bands as shown in the Akubra Catalogue, which may differ from our stock service hats. Highlights of our Indent Order Program are

- Initial indent order minimum is one dozen hats in a particular style and color
- Subsequent fill in orders for that style and color have a five hat minimum
- Indent orders take between 80 and 115 days to manufacture, ship and deliver. We place orders monthly. Please contact us for specific information on required lead times.
- David Morgan requires a non-refundable 20% down payment for indent orders.
- Balance of payment due is net 30, FOB Bothell, Washington.
- Sales are final. No returns unless defective or not as specified.
- Quality control means that occasionally a hat or two will be cancelled from an order.
- All orders are subject to Akubra's acceptance of the order. In the event that Akubra is unable to fulfill an order the deposit will be refunded.
- Samples may be purchased individually. Most samples for a specific style, color and size will be made to order, so will require the same 80 to 115 day lead time as indent orders.

Hat Sizing To determine your hat size, measure the circumference around your head, keeping the tape level and firm, across the temples and above the eyebrow ridges. Check the size chart below. Akubra hats are manufactured to metric hat sizes.

Circumference of head where hat brim sits:

Inches	21 ¹ / ₈	21 ¹ / ₂	21 ³ / ₈	22 ¹ / ₄	22 ⁵ / ₈	23	23 ¹ / ₂	23 ³ / ₈	24 ¹ / ₄	24 ⁵ / ₈	25	25 ¹ / ₂
Metric Size	54	55	56	57	58	59	60	61	62	63	64	65
Hat Size	6 ³ / ₄	6 ⁷ / ₈	7	7 ¹ / ₈	7 ¹ / ₄	7 ³ / ₈	7 ¹ / ₂	7 ⁵ / ₈	7 ³ / ₄	7 ⁷ / ₈	8	8 ¹ / ₈

Akubra Fur Felt Hats (Stock Service and Indent Order Program)

Item #	Hat Style Name	Style Type	Stock Service Availability		Indent Service Availability		Page	Price USD	Notes
			Sizes	Colors	Sizes	Colors			
1632	Adventurer	Country	56 - 64	Mid Brown	none		none		Exclusive to North America
A1723	Adventurer (Australia)	Fashion	none		53 - 61	Regency Fawn, Graphite	14		Pre-creased Crown
1628	Angler	Country	55 - 64	Regency Fawn	Not available in North America -- Shark Tooth Band		5		Barramundi leather hat band
1601	Aussie Slouch (Military)	Specialty	54 - 63	British Khaki	n/a		24		Open Crown Chin Strap and Puggaree included
A1735	Arena	Western	none		53 - 64	Black, Sand, Santone Fawn, Tanbark Brown	8		Top Seller in Australia
					53 - 61	Light Sand			
A1721	Aussie Gold	Country	none		53 - 64	Sand, Santone Fawn	6		
1622	Banjo Paterson	Heritage Collection	54 - 64	Heritage Fawn, Graphite Grey (Charcoal)	n/a		16		Top Seller in North America Premium quality fur felt
A1733	Bobby	Country	none		53 - 64	Black, Sand, Santone Fawn, Tanbark Brown	10		
A1745	Bogart	Fashion	none		53 - 64	Black, Carbon Grey	12		
A1718	Boss of the Plains	Country	none		53 - 64	Silver Belly, Sorrel Tan Fawn	6		Open Crown
A1714	Bronco	Western	none		53 - 64	Black, Sand	8		Top Seller in Australia
					53 - 61	Light Sand, Quartz			
1633	Burke and Wills	Heritage Collection	56 - 61	Light Sand	n/a		16		Premium quality fur felt
A1633	Burke and Wills	Heritage Collection	n/a		53 - 61	Black, Light Sand	16		Premium quality fur felt
1606	Bushman	Country	55 - 63	Nullarbor Tan	none		none		Exclusive to North America
A1742	C.E.O.	Fashion	none		53 - 61	Black, Cruiser Grey, Fern Green	14		
A1724	Campdraft	Country	none		53 - 64	Mid Brown, Silver Belly, Taupe Fawn	6		Open Crown
A1630	Casual	Lifestyle Collection	none		53 - 61	Black, Carbon Grey, Regency Fawn	17		Packable
1613	Cattleman	Country	54 - 64	Santone Fawn, Glen Grey (Medium Gray), Tanbark Brown	n/a		4		Top Seller in Australia
A1613	Cattleman	Country	n/a		53 - 64	Black, Bluegrass Green, Bran, Fawn, Regency Fawn, Sand, Western Navy	4		Top Seller in Australia
A1614	Colly	Western	none		53 - 64	Regency Fawn, Sand, Santone Fawn	9		
1616	Cooper Pedy	Country	54 - 64	Santone Fawn, Black, Bluegrass Green (Moss Green)	n/a		5		Top Seller in North America and Australia
A1616	Cooper Pedy	Country	n/a		Not available in North America -- Kangaroo Tail Band		5		
	Coolabah	Country	none		Not available in North America -- Crocodile Band		5		
A1737	Cowboy	Other	none		53 - 64	Sand, Santone Fawn, Tanbark	22		
A1612	Down Under	Country	none		53 - 64	Sand, Santone Fawn	7		

Item #	Hat Style Name	Style Type	Stock Service Availability		Indent Service Availability		Page	Price USD	Notes
			Sizes	Colors	Sizes	Colors			
A1728	Fedora	Fashion	none		53 - 61	Burnt Oak, Carbon Grey, Fern Green	12		See #1620 Sydney Open Crown
A1741	Flemington	Fashion	none		53 - 61	Fern Green, Graphite Grey, Navy, Regency Fawn, Sand	13		
A1621	Flinders	Heritage Collection	none		53 - 61	Black, Heritage Fawn	17		Premium quality fur felt
A1739	Golden Spur	Western	none		53 - 62	Black, Bran, Sand	10		
A1720	Gymkhana	Other	none		53 - 61	Black, Regency Fawn, Rodeo Red	22		
A1748	Hampton	Fashion	none		53 - 64	Black, Cedar Brown, Cruiser Grey, Regency Fawn	13		
A1788	International	Lifestyle Collection	None		53 - 61	Black, Carbon Grey, Regency Fawn	17		Packable
1619	Kiandra	Country	54 - 64	Loden (Dark Fawn), Black, Sand	n/a		7		Top Seller in North America
A1619	Kiandra	Country	n/a		53 - 64	Santone Fawn	7		
A1740	Kokoda	Country	none		53 - 64	Khaki, Sand, Bran	7		
1624	Lawson	Heritage Collection	54 - 64	Loden (Dark Fawn)	n/a		16		Premium quality fur felt
A1624	Lawson	Heritage Collection	n/a		53 - 64	Heritage Fawn	16		Premium quality fur felt
A1743	Leisure Time	Fashion	none		53 - 64	Black, Fern Green, Graphite Grey, Light Sand, Regency Fawn	13		
1625	Lightning Ridge	Heritage Collection	54 - 64	Heritage Fawn, Sand	none		none		Exclusive to North America
A1727	Longreach	Other	none		53 - 64	Sand, Santone Fawn	22		
A1736	Outback Club	Western	none		53 - 64	Black, Sand	10		
A1738	Overseer	Other	none		53 - 64	Fawn	23		
A1725	Oxley	Other	none		53 - 64	Santone Fawn	23		
A1719	Pastoralist	Country	none		53 - 61	Bluegrass Green, Sand, Tawny Fawn	6		
1618	Pilbara	Western	54 - 62	Regency Fawn, Black	n/a		11		Top Seller in North America
A1618	Pilbara	Western	n/a		53 - 62	Sand, Sorrel Tan Fawn	11		
A1715	Plainsman	Country	none		53 - 64	Black, Bluegrass Green, Sand, Santone Fawn	4		
A1734	Rough Rider	Western	none		53 - 61	Black, Loden, Light Sand	9		Top Seller in Australia
A1744	Safari	Other	none		53 - 64	Tawny Fawn	23		
A1602	Silver Spur	Other	none		53 - 64	Black, Santone Fawn	23		Open Crown
1611	Snowy River	Country	54 - 65	Santone Fawn, Glen Grey (Medium Gray), Black	n/a		5		Top Seller in North America and Australia

Item #	Hat Style Name	Style Type	Stock Service Availability		Indent Service Availability		Page	Price USD	Notes
			Sizes	Colors	Sizes	Colors			
A1611	Snowy River	Country	n/a		53 - 64	Regency Fawn, Rodeo Brown, Rodeo Red, Sand, Tanbark Brown	5		Top Seller in Australia
					53 - 61	White			
A1604	Sombrero	Western	none		53 - 64	Fawn	11		Open Crown
1610	Squatter	Country	56 - 63	Black, Fawn (Mid Fawn), Moonstone Grey (Gray)	none		none		Exclusive to North America
A1722	Squatter (Australia)	Country	none		53 - 64	Black, Deep Fawn, Steel Grey	5		Pre-creased Crown
A1615	Stockman	Country	n/a		53 - 64	Black, Glen Grey, Sand, Santone Fawn	4		
1634	Stony Creek	Western	56 - 61	Black	n/a		9		
A1634	Stony Creek	Western	n/a		53 - 62	Briar Brown, Light Sand	9		
A1762	Stingy Brim	Fashion	none		S, M, L, XL	Black, Mid Brown	14		
1746	Stylemaster	Fashion	55 - 64	Carbon Grey	n/a		12		Available Fall 2010
A1746	Stylemaster	Fashion	n/a		53 - 64	Acorn, Black, Bluegrass Green, Mid Brown, Moonstone Grey	12		
1620	Sydney	Fashion	54 - 64	Regency Fawn, Graphite (Charcoal)	none		none		Exclusive to North America Open Crown
A1716	Tablelands	Country	none		53 - 64	Brown Olive, Sand, Sorrel Tan	5		Top Seller in Australia
1627	Territory	Western	55 - 64	Santone Fawn, Sand	n/a		9		Top Seller in North America and Australia
A1627	Territory	Western	n/a		53 - 64	Khaki	9		Top Seller in Australia
1617	The Boss	Western	54 - 63	Black, Sand	n/a		9		Top Seller in North America
A1617	The Boss	Western	n/a		53 - 64	Santone Fawn, Tanbark Brown	9		
	The Croc	Specialty	none		Not available in North America -- Crocodile Band		24		
1623	The Overlander	Heritage Collection	54 - 64	Graphite (Charcoal), Loden (Dark Fawn), Sand	none		none		Exclusive to North America
A1758	Top Hat	Specialty	none		53 - 62	Black	24	Enquire	
1626	Traveller	Lifestyle Collection	55 - 61	Regency Fawn	n/a		17		Top Seller in North America and Australia Packable
A1626	Traveller	Lifestyle Collection	n/a		53 - 61	Black, Rodeo Red, Sand	17		Top Seller in Australia Packable
A1761	Trilby	Fashion	none		53 - 61	Black, Carbon Grey	14		
A1747	Turin	Fashion	none		53 - 61	Leaf Green, Moonstone Grey	14		
A1731	Warrego	Western	none		53 - 64	Regency Fawn, Sand	11		
A1726	Wentworth	Other	none		53 - 64	Loden, Sorrel Tan Fawn	23		
A1749	Whippet	Fashion	none		53 - 61	Burnt Oak, Carbon Grey, Glade Green	14		
A1732	Woomera	Western	none		53 - 64	Black, Sand, Santone Fawn, Tanbark Brown	9		Open Crown

Akubra Straw Hats (Stock Service and Indent Order Program)

Item #	Hat Style Name	Material	Stock Service Availability		Indent Service Availability		Page	Price USD	Notes
			Sizes	Colors	Sizes	Colors			
A1764	Balmoral	Hemp Braid	n/a		53 - 62	Natural	18		
A1770	Broadreach	Polypropylene	n/a		53 - 62	Black, Cream, Fawn, White	18		
A1772	Byron	Hemp Braid	n/a		53 - 62	Natural	19		
A1769	Capricorn	Polypropylene	n/a		53 - 62	Grey, Fawn, Green	19		
A1768	Country Club	Polypropylene	n/a		53 - 62	Cream	19		
A1765	Hayman	Polypropylene	n/a		53 - 62	Green, Grey, Fawn	19		
A1600	Planter	Hemp Braid	n/a		53 - 62	Natural	19		
1635	Range	Hemp Braid	55-61	Natural	n/a		20		
A1780	Reef	Hemp Braid	n/a		53 - 62	Natural	20		
A1767	Rink	Polypropylene	n/a		53 - 64	Cream, White	20		
A1771	Sport	Polypropylene	n/a		S, M, L, XL	Black, Fawn, White	21		
A1763	Zephyr	Polypropylene	n/a		53 - 62	Black, Cream, Fawn, Grey	21		

Note: Page numbers refer to the Akubra Product Catalogue. Prices, available upon request, are given in USD, F.O.B. Bothell, Washington.

Accessories

Increase your sales by offering hat stretchers and our fine hand braided kangaroo leather hat bands and chin straps. These are available only to our accounts carrying Akubra hats.

Item #	Accessory	Stock Service Availability		Price USD
		Sizes	Colors	
835	Two Tone Hat Band	Adjustable	Natural Tan, Black Edge	
839	Fancy Edge Hat Band	Adjustable	Natural Tan, Black	
853	Ten Plait Hat Band	Adjustable	Natural Tan, Black	
856	Six Plait Hat Band	Adjustable	Natural Tan, Black	
859	Ridge Braid Hat Band	Adjustable	Natural Tan, Black	
885	Double Round Hat Band	Adjustable	Natural Tan, Black	
869	Chin Strap	Adjustable	Natural Tan, Black	
1181	Hat Stretcher	S (below 7 1/8) M (7 1/8 - 7 3/8) L (7 1/2 and up)	--	
3006	Foam Tape	1 inch wide, 100 foot roll	--	



Wholesale Order Form

11812 North Creek Parkway N, Suite 103 • Bothell WA 98011 • Tel. (800) 324-4934 • Fax (425) 486-0224
 From Canada and the greater Seattle area: • Tel. (425) 485-2132 • Fax (425) 486-0224

Bill to: _____ Ship to: _____ Order Date: _____
 _____ Telephone: _____
 _____ Fax Number: _____

Your name: _____ Purchase Order Number: _____ Email: _____

Shipping instructions: _____

New Accounts: Please include three trade references and a bank reference. Include company or bank name, address, phone and account number. You may either pay for your first order at the time of ordering or receive the order C.O.D.

Trade Reference #1. _____
 Trade Reference #2. _____
 Trade Reference #3. _____
 Bank Reference _____

Hats		Quantity per Size											Qty Subtotal	
Style	Color	54 (6¾)	55 (6⅞)	56 (7)	57 (7⅛)	58 (7¼)	59 (7⅜)	60 (7½)	61 (7⅝)	62 (7¾)	63 (7⅞)	64 (8)	65 (8⅞)	

Hat Bands and Chin Straps		Qty Subtotal
Style	Color	

Other Accessories and Supplies		Qty Subtotal
Style	Size	
#1181 Hat Stretcher	S (below 57)	
#1181 Hat Stretcher	M (57 - 59)	
#1181 Hat Stretcher	L (60 and up)	
#3006 Felt Tape, 100 ft. roll		

Total Quantity Akubra Hats Ordered: _____
 Total Quantity Hat Bands and Chin Straps Ordered: _____
 Total Quantity Other Accessories Ordered: _____