

OVATION CREATES SPECIALTY ACOUSTIC SHOP



Ovation debuts Acoustic Specialty Shop models (L to R) 5-String Bass (B5768-4); Folklore (6774-4); LongNeck Elite (DS768-CB); Viper (EA68-5); and Mandolin (MM68-CCB).

These are exciting times to be selling Ovation! The success of the Collector's Series, Standard Balladeer family, and the new Legends have been extraordinary and we have

increased production to meet the demand. However, we are pushing forward with an aggressive new product plan for the remainder of 1994. These are the kinds of instru-

ments upon which our reputation as an innovative company are made...and we are tooled and ready to deliver these. And, they are made in a separate "cell" in the factory that does not affect Standard Balladeer delivery. Remember, these are niche market instruments and our expectations are not in the unit level of the Collector's but, with the advertising and cataloging in the works to support these, the possibilities are endless.

The steel string Viper, Model EA68, will have begun deliveries by

the time you read this. Beyond that, the new products will be introduced in phases throughout 1994.



Mandolin List
MM68 Colors: -4, -CCB \$1395.00
Case 9157-0 \$150.00
Availability.. August-December

This is a wonderfully special instrument that is enjoying wide professional acceptance already. There is simply no other acoustic electric mandolin designed to plug in, hit the stage...and hit the road. Our phones rang off the hook when it appeared in Rod Stewart's opening number of the American Music Awards. I quote the spring of '94 issue of "The Gryphon Gazette", a respected west coast acoustic shop...

Mandolins are happening again at Gryphon. It seems that the popularity of various instruments goes in cycles and our eight-stringed friend has come back around. Our inventory guru, Michael, told me last year we sold ninety-one mandolins! Pondering an

explanation, several things seem to contribute to this renewed interest. First among them is that many people buy mandolins as an alternative to the traveling or "camping" guitar. The most frequent criticism of these little guitars is that while they're convenient, they don't sound much like a full size instrument. Of course they don't, they're tiny! That's the trade off in radically scaling down the body. So what can you do? If you don't want to trade good sound for small size there is another choice. The mandolin is small and compact, and it's supposed to be that way. That great lead voice is a product of this feature, and there's more! In addition to sounding great, the mandolin is a noodler's dream. The mandolin, unlike the guitar with its awkward asymmetrical tuning in fourths and a third, is conveniently tuned in fifths. Since the intervals between each string (pair of strings, actually) is the same on a mandolin, the tuning is user-friendly. When you play a melody on the mandolin, you wonder what all the fuss was about on the guitar. The layout of the fingerboard is logical and promotes melody playing rather than defying you to find the notes.

So don't just consider this a bluegrass instrument. The new acoustic revival is here...and Ovation is participating!

Folklore List
Model 6774 Colors: -4 \$1495.00
Case 9158-0 \$150.00
Availability...on-going from September

This is a fingerpicker's dream. The extra wide, 1 7/8" nut and absence of Kaman Bar (we use a classic truss rod)...allow us to carve a neck which is flat and fast. The wider spacing makes fingerpicking an ease. You've been asking for

more mid-depth bowl models and this one has it, along with a newly designed, inlaid rosette.

Country Artist List
Model 6773 Colors: -4 \$1495.00
Case 9158-0 \$150.00
Availability...on-going from September

The Country Artist, like the Folklore were both introduced in 1979...and discontinued in the mid-80's. They both have the same mid-depth bowl and new rosette, and, of course, slotted pegheads, but they appeal to very different players. The Country Artist is a nylon string, but not a classical guitar. It's 14 fret neck, 1 7/8" nut configuration will appeal to players looking for a nylon string sound, but are uncomfortable switching to a 12 fret, 2" nut neck. It plays silky smooth and sounds just great, especially plugged in.

Nylon Viper List
Model EA63 Colors: -4 \$1795.00
Case 9160-0 \$150.00
Availability... on-going from November

The nylon version to our new solid body acoustic Viper, may in fact, be just as strong with professionals as our steel string. The original competitor's product was a nylon string. Our's plays better, looks better and sounds better according to many professionals. The famous competitor's solid body acoustic



Nylon String Viper

breaks up when you play it hard, our's doesn't...and pros on stages like Billy Joel, Mick Jagger and Ricky Van Shelton will be giving our Viper family great exposure this year.

LongNeck	List
Model DS768 -4, -CCB	\$1595.00
Case 9161	\$150.00
Availability...November on	

Here is the second guitar that every next acoustic player has dreamed of. It will be featured in the next ad, along with the mandolin, because of its striking possibilities and innovation. You will hear it on Adrian Legg's album. Very simply, the 28 1/3" scale length gives you two extra frets...at the nut. So when you tune it up, the strings are D, G, C, F, A, D. Finger an "E" chord, and

you are playing "D". Why do players like it? The deep, rich bass contrasts a ringing transparent treble that "shocks" the ear. Lots of players are into "scordatura" or altered tunings, and the sound possibilities with this are endless. Andy Widders-Ellis of Guitar Player even tuned his down to a baritone tuning with a low "B" in the bass...and it worked!



Celebrity CC148-GS with new green stained finish.

Watch for lots of press on this one.

Elite 5 String Bass	List
Model B5768 Colors: -1, -4	\$2100.00
Case BC9107	\$199.50
Availability...Ongoing	

What an instrument! This 5 string sister of our four string model is a truly unique acoustic or acoustic-electric bass. No other acoustic bass

on the market comes close to the sonic capabilities, and road worthiness of ours. Its expensive, but well worth it.

NEW BROCHURE & AD

We are pulling all of the above mentioned product together under the "Speciality Acoustic" heading and supporting this with a new ad entitled "The Long and Short of It"...which contrasts the above mentioned Mandolin and LongNeck. A four color brochure sells all the new models and the Specialty Acoustic concept. These professional acoustic instruments represent the

heart and soul of our R/D group in New Hartford and so much of what makes them special comes from that hands-on, custom shop atmosphere.

ROLAND COMPATIBLE UPDATE

The joint project with Roland and Ovation, factory installed, "GR" compatible system, was debuted in

the May issue of the "Roland Users Group" magazine. Obviously, this has created a lot of questions by dealers and consumers. A delay in receipt of parts from Roland has pushed back this project to a September delivery launch. Roland is showing it at summer NAMM, and yes, you can write orders for it. Remember it's very simple...We are offering two models at a \$300 retail uplift.

Elite	List
Model R868-4	\$1795.00
Custom Legend	
Model R869-4	\$1995.00

Any dealer who is an Ovation dealer and a Roland dealer is a prime target. You can and should write orders as of the NAMM Show, but be aware that the original announcement of this system was somewhat premature.

CELEBRATE WITH NEW CELEBRITIES

The common denominator in the uncommon Celebrity and Celebrity Deluxe models for the fall is the mid-depth bowl. These are the first imports to carry this outstanding feature. Add to that two great new finishes and we predict your dealers will love what they see and hear.

Celebrity Deluxe...Honey finish	List
Model CC247-H	\$749.50
Case GC1158	\$119.50
Availability September forward	
Celebrity ... Green Stain	List
Model CC148-GS	\$599.50
Case GC1158	\$119.50
Availability September forward	

The honey finished Celebrity Deluxe has the warmth and aura of a fine vintage instrument. The green stain is deep and while at first may seem exotic, has to be seen to be appreciated.



Celebrity Deluxe CC247-H with new honey stained finish.

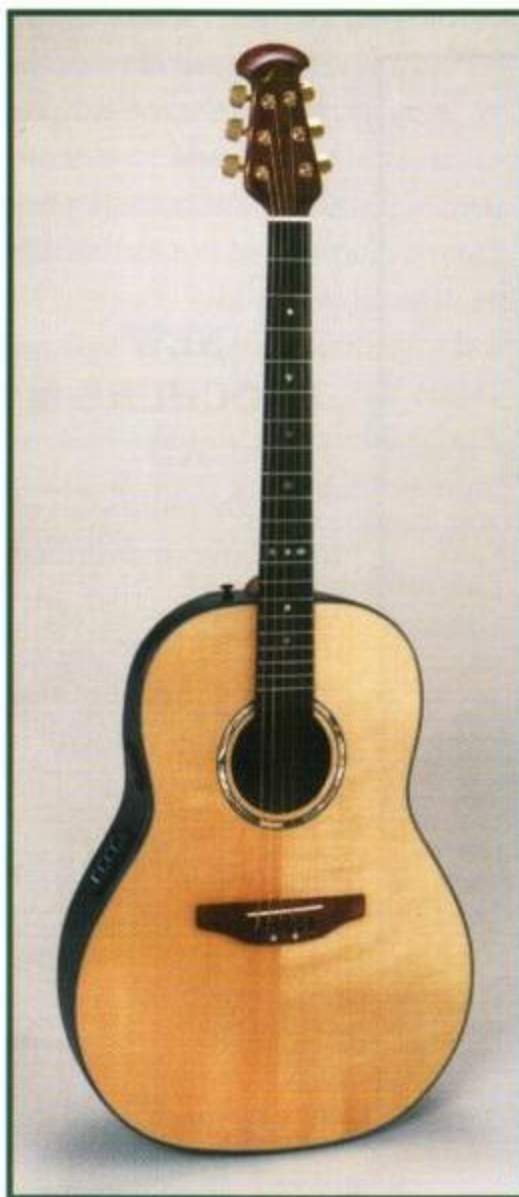
NEW DIRECTIONS IN ULTRA DELUXE

Forget any preconceived ideas about Ultra Deluxe and where it all fits. For the fall of '94 a great looking, great sounding guitar with a totally new aesthetic look put this guitar into a whole new league in the marketplace.

With a solid spruce top, inlaid rosette and sleek new body binding, this guitar has the features the marketplace demands for in a guitar retailing under \$700. And don't neglect the straight acoustic version...under \$600, with looks, playability and a great solid spruce top sound. Carry a sample of one...it will sell itself!

Ultra Deluxe Solid Top A/E List
Model 1517S-4 \$699.50
Case GC1158 \$119.50
Availability September forward

Ultra Deluxe Solid Top Acoustic
Model 1312S-4 \$599.50
Case GC1158 \$119.50
Availability September forward



Ultra Deluxe 1517S with solid spruce top and inlaid rosette...also available as straight acoustic 1312S.

Both solid topped Ultra Deluxe models will be arriving in September. Note the new hardshell case we will be offering with these mid-depth models...it's from the same supplier and great quality.

Takamine

TAKAMINE ADDS TO SANTA FE LINE

Until earlier this year, the Santa Fe line was only available in the NEX body style. You have already seen, and hopefully carried, samples of the PSF-15C, our first dreadnought with Santa Fe styling. At press time, one division had already received the sister guitar, the ESF-10C. These two guitars are simple to understand...they are comparable in specifications to the corresponding Natural Series, but with gloss finishes and 2 levels of



PSF-15C...Rosewood, Santa Fe Dreadnought at \$1,599.50

Santa Fe ornamentation. Both have a turquoise eagle at the twelfth fret and turquoise micro dots. The 15C has the complete, original design rosette as well.

PSF-15C	List Price:	\$1,379.50
Case: GC-1128		\$ 114.50
GC-1418		\$ 119.50

ESF-10C	List Price:	\$1,199.50
Case: GC-1128		\$ 114.50
GC-1418		\$ 119.50

In addition to that, there are two more niche oriented Santa Fe models which need to be understood, in order to effectively sell.



PSF-65C...Nylon Santa Fe at \$1,599.50

PSF-65C	List Price:	\$1,599.50
Case: GC-1164		\$119.50

The PSF-65C is a narrow-fingerboard classic which will appeal to a steel string player who desires to cross over to a classic sound, but is uncomfortable with a classic neck.



PSF-35C...Slotted Steel Santa Fe at \$1,599.50

PSF-35C	List Price:	\$1,599.50
Case: GC-1164		\$119.50

The steel string counterpart of the PSF-65C is the PSF-35C. Both have solid cedar tops, rosewood back and sides, Accuracoustic preamps and turquoise eagle with dots. The PSF-35C has a slotted peghead and is an instrument that appeals to fingerpickers with an eye for aesthetics.

NEW MODELS FOR '94 ...NON-SANTA FE

In addition to the exciting new products in the Santa Fe family...we have developed several models which are interesting. You really need to carry a sample of the in-stock, EN-12C...which is basically an EN-10C with silky oak back and sides. It is simply stunning and has to be seen and played.

Beyond that are two other beautiful guitars which take advantage of the aural and visual capabilities of silky oak.

EN-32C	List Price:	\$1,299.50
Case: GC-1164		\$119.50

The EN-32C, with wider string spacing and slotted peghead, also



EN-32C...Silky Oak slotted steel at \$1299.50

has the unique feature of silky oak back and sides. It is an all-wood fingerpicker's dream, that looks and sounds great. If you are looking for something unique to hit that dealer's hot button, show him this and the 12 string counterpart to our EN-12C, the EN12C-12.

EN-12C List Price: \$1,299.50
Case: GC-1128 \$ 114.50
GC-1428 \$ 124.50

EN12C-12 \$1,399.50
Case: GC-1128 \$ 114.50
GC-1428 \$ 124.50

In order to give you an idea of when the new models will be arriving, we have constructed this chart.

ARRIVAL SCHEDULE JULY - DECEMBER, 1994

	<u>JULY</u>	<u>AUG</u>	<u>SEPT</u>	<u>OCT</u>	<u>NOV</u>	<u>DEC</u>
EF-261BL	0	YES	0	YES	0	0
EF-261BS	YES	0	0	0	0	0
EN-12C	YES	0	0	0	0	0
EN12C-12	0	0	0	YES	YES	YES
EN-32C	YES	YES	YES	0	0	0
ESF-10C	YES	YES	YES	0	0	YES
PSF-15C	YES	0	0	0	0	0
PSF-35C	0	YES	0	0	YES	YES
PSF-65C	YES	YES	YES	0	YES	YES

THE 261'S HAVE ARRIVED

At the time of this printing, Coast LA had received their first shipment of EF-261BS guitars. Don't confuse this small bodied acoustic with the 291...the biggest difference between these two, besides materials and aesthetics, is the price. At \$795.00, these guitars now represent the price "beachhead" that

Takamine guitars from Japan has established.

These are laminated top guitars in two finishes, brown stain and black stain, which we can only buy in limited supply.

The EF-261BL and BS will be arriving throughout the last half of '94 in limited quantities.



EN-12C..Silky Oak
Dreadnought at
\$1,299.50

NEW CATALOGUE SUPPORT

The interesting array of guitars under the Santa Fe marketing banner has grown to the point where additional catalogue support is justified. Our plan for the last half of 1994 is to modify the existing brochure with the new models and have it available at NAMM...of course, supported by a new price list.

We will also have a new Takamine nylon banner for the top dealers in the USA..



New \$795 acoustic electric cutaways from Takamine, the EF-261BL (left) and EF-261BS (right).

HAMER
GUITARS U.S.A.

Mirage

The Mirage defines luthiery. Featuring a stunning figured Koa arched top, the Mirage's blended neck heel shows off an impeccable dovetail neck joint, and allows for complete access to all 22 frets. Its long scale neck allows for ease of playability. The narrow field humbucking pickups provide for a wide range of

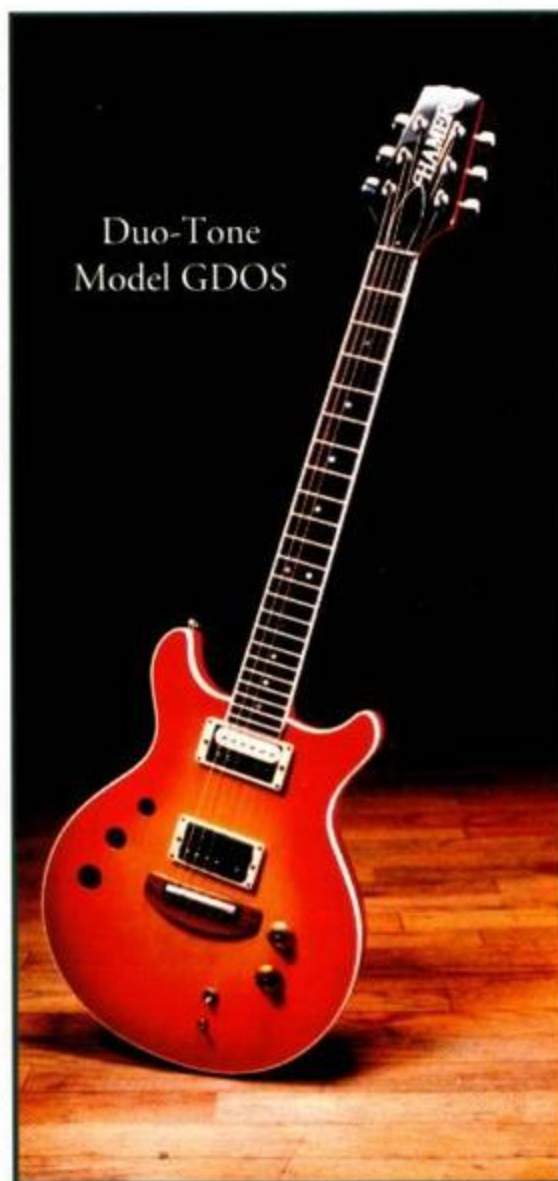
sounds, from traditional single coil rhythm in the neck position to a fuller humbucker at the bridge. The lead bypass switch allows the guitarist to bypass all of the instrument's electronics when using the bridge pickup, and go straight to the amp. Immaculately constructed, this instrument's craftsmanship and value are unsurpassed.

Key Specs: Model GMIR; Body One piece Honduras Mahogany with 5/8" Book-matched Ultimate Grade Carved Figured Koa Top, 2" overall thickness - Unbound; Suggested Color Natural; List Price \$1,499

Mirage
Model GMIR



Duo-Tone
Model GDOS



Duo-Tone

The Hamer Duo-Tone bridges the gap between the full out electric and the amplified acoustic guitar. As a full duplex "Stereo" instrument, it can be played through two sound systems separately or simultaneously. The first system is a traditional two humbucking system with its own volume and pickup selection controls. The second (acoustic) system also has its own face mounted volume control, as well as

an active gain and three band EQ which is pre-set from the rear access panel. Each system has its own 1/4" output jack and operates independently of the other.

The instrument itself is based upon the Sunburst model, with a Mahogany body and neck. The Spruce top conceals a sound chamber which is driven by Hamer's unique "Cantilever Bridge System", which give the instrument its large acoustic voice despite the small size of the body.

Key Specs: Model GDOS; Body Double cutaway Sunburst style, Mahogany with sound chamber, .125" solid spruce top, three sound holes; Suggested Colors Natural, '59 Burst, Cherry Transparent, Black; List Price \$1,799

Diablo II

The Diablo II builds on the strengths of the original Diablo model, with additional features to satisfy the heaviest of musical needs. As on the Diablo, the body is from premium alder, while the neck is constructed from one piece of hard rock maple capped with a straight grained slab of quarter sawn rosewood. A *non-reverse* version of the Diablo's *F6* peghead tops this instrument.

The humbucker - single coil - humbucker configuration provides for heightened versatility. Both humbuckers may be split using the push/pull potentiometers. All other hardware is standard to the Diablo model. At \$999, the Diablo II is another U.S. value.

Key Specs: Model GDBS-II; Body Alder, 1.750" thick; Suggested Colors Aztec Gold, Natural, Cherry Transparent, Emerald Green, Black; List Price \$999.00

Slammer CH5



Based on the U.S. Chaparral 5-String Bass, the CH5 brings a well designed and sensible 5-String to the *Slammer* bass series.

Key Specs: Model CH5; Body Soft Maple, Chaparral 5-String Bass body style; Suggested Color CR; List Price \$649.50

TRACE ELLIOT

The 1994 Trace Elliot Bass amplification line up has been expanded to offer the professional musician the capability to generate massive amounts of output volume with plenty of headroom to spare.



AH1200SM 1200 watt head \$1895.00

The heart of the new Trace Elliot range is the AH1200SM bass amplifier head, capable of generating 1200 watts continuous music power, 2400 watt peak into a 4 ohm load. Real watts, no excuses.

This massive amplifier is fronted by the Trace Elliot GP7SM preamp that provides the player with sophisticated, yet user-friendly tone shaping facilities including 7-band graphic EQ with EQ balance control, two switchable pre-shapes, balanced DI and effects loops. The AH1200SM is also UV illuminated. The AH1200SM's dual channel power amp can be used to power up to (8) 8 ohm cabinets, or for a more compact powerhouse, team it with the new 4 ohm cabinet range which includes the 1044H which is a 4 ohm 4x10"

speaker cabinet with a hi frequency horn capable of handling 400 watts.



1044H \$1295, 2104H \$775 & BM1 \$799

For smaller, high headroom applications there is the 2104H which is a 4 ohm 2x10" speaker cabinet with hi frequency horn capable of 300 watt operation. Also available without horn is the 2104, \$625.

Also in the new cabinet range is the BM1 bass wedge monitor. This 2x10" with hi frequency horn cabinet is built in a compact wedge shape to facilitate stage monitoring of the bass signal in a compact area.



Trace Elliot's New 1044H 4 ohm cabinet \$1295.00

TRACE ACOUSTIC PEDALS

Trace Acoustic now offers the acoustic musician a range of affordable and sophisticated tone processing units in rugged and portable foot pedal format.



The TAP-1 is a complete acoustic preamp and direct box unit featuring input gain control, Hi trim/low trim EQ, Pre Shape EQ, anti-feedback notch filter, high 2 and low 2 direct box output. The TAP-1 is a complete acoustic preamp system in a stomp box configuration.



The TAC-1 is a dual compressor unit featuring high pass/low pass dual compression which allows the acoustic musician to tailor the dynamics of the instrument without sacrificing desirable transients and attack. Also featured is the EQ balance control which is very useful

for shaping the overall tone of the instrument.



The TAG-1 is a 7-band graphic EQ tailored to the frequencies of acoustic instruments. Also featured are input gain control, switchable pre-shape and output volume. This unit is a wonderful sound management tool that allows the player to control his playing environment.

List price for all three pedals is \$229.00.

TRACE ELLIOT BLX TOUR JACKET PROMO

We're shining the spotlight on our small, but mighty, BLX Series of amps this Fall with an exciting jacket offer.

All BLX80 and BLX130 amps ordered for delivery in September and October will be shipped with a FREE Trace Elliot nylon tour jacket, a \$55 value. These jackets can be



TEJ Nylon Tour Jacket

used to reward the retail sales staff or as an added incentive to the customer.

To ensure that the dealers receive their jackets, simply add the jacket to every BLX order. The jacket order number is TEJ.

Sample Order: 1 BLX130
2 BLX80
3 TEJ

BLX amps will be in stock and ready to go to get those fourth quarter sales.

TRACE ELLIOT STERLING SALESMAN AWARD

In recognition of outstanding efforts on behalf of Trace Elliot amplification, Kaman Music Corp. has instituted the Sterling Award. This award is given each year to six District Sales Managers in appreciation of their commitment and dedication to excellence in the distribution of Trace Elliot amplification.

This year's Sterling Award winners will be able to enjoy the fruits of their efforts in London, England, getting the flavor of the rich culture and tradition that is the essence of the philosophy behind Trace Elliot, the preeminent English manufacturer of high fidelity instrument amplification.

The award winner's trip will include travel through London and the surrounding English countryside and culminate in a visit with their hosts at the Trace Elliot facility in Maldon, Essex on the English coast.

The Sterling Salesman Award winners for 1994 are:

Mike Bender - Coast : Central CA
Lowell Prather - Coast : AZ
Don Waylett - Bruno/TX: TN
Eric Langenhahn Bruno San Antonio
Richard Grossman -Bruno/CT: MO/IL
Bob Adler Bruno/ CT: ND,SD,NE

These individuals earned this award by establishing and nurturing a dealer base that reflects the highest standards of ability to merchandise professional amplification products in the USA.

Congratulations to all the winners and their dealers for a job very well done, indeed!

STERLING DEALER AWARD

Recognizing that success in the music industry is the result of strong partnership between manufacturers, the representatives and the music retailer, Kaman Music Corp. offers the Trace Elliot Sterling Dealer Award.

This Award is given to every dealer whose commitment and dedication to the Trace Elliot product line

brings them to the level of \$100,000 in purchases of Trace Elliot.

The winning dealers will enjoy a trip to England to take in the sights and sounds of the homeland of Trace Elliot amplification including a facility tour of the Trace Elliot company who look forward to welcoming many of our finest dealers to their friendly country.

TRACE ELLIOT DEALER STOCKING COMMITMENT

Just a reminder that all orders and backorders do count toward maintaining the dealer stocking commitment and discount.

The dealer that has in stock or on order at all times the following or comparable receives an extra 5% discount: RAH250SMX, AH130SM, AH200SM, 1048, 1518, 715SM Combo

The commitment for an extra 10% discount is the following or comparable:



The Mighty BLX80

table:

1048H, AH250SMX, 1048, AH130SM, 1518, AH350SMX, 7215SM, 2103H, AH200SM, AH350SM, AH600SM, 1153

Gibraltar

There are several new products which will be introduced at the upcoming Nashville Summer NAMM Show. These items are targeted to be in stock in (or before) August. Each of these items is targeted to fit into our current Gibraltar product lineup. They do not replace any products. They do, in fact, complement our existing product mix. They will give Gibraltar dealers additional possibilities to expand their percussion accessory business without taking sales away from their existing hot Gibraltar items.

. GPR-450BK Black Rack with L&R Side Extensions (\$425.50) - This rack utilizes the same specs as our GPR-450, but it is finished in



See The Sights Of London With The Sterling Dealer Award

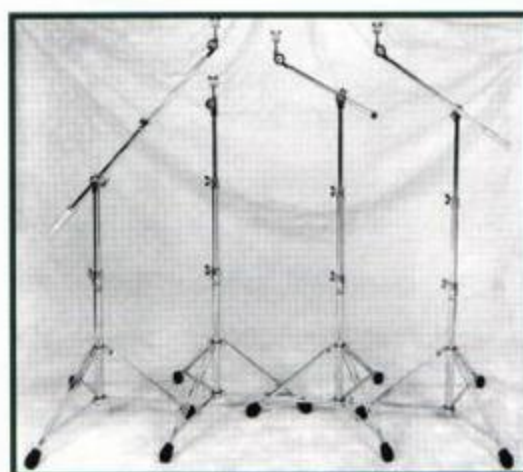


black chrome. Gibraltar is introducing this rack based on dealer and consumer requests for a black drum rack. We chose the 450 configuration based on its past success and ability to fit many different drum setups cost effectively. We've extended the vertical height on this rack (from the original GPR-450) to accept 24" bass drums or sets with deep (square) power toms. This rack now uses 36" vertical bars (the original GPR-450 used 30" bars). Additionally, the GPR-450BK is packaged unassembled, which greatly reduces shipping costs and storage space.

GPR-SSS Super Spanner System (\$199.50) - This system allows the fusion of Road Series racks to any manufacturer's cymbal stand(s). While a few companies already have done this, nobody gives you as many options as Gibraltar. When you compare our quality and (lower) retail pricing, you'll be pleasantly surprised. The Super Spanner System uses Road Series super multi-

clamps to attach a 40" curved rack bar to Gibraltar or any brand of cymbal stand. This system comes with two additional Road Series multi-clamps, which can be used to hold other cymbals, tom toms or other instruments. The Super Spanner System will allow a drummer the flexibility of a rack without the sometimes perceived overbearing look of several vertical and horizontal steel bars around their set.

9400 Series Cymbal Stands (\$118.50 to \$144.50) - Our 9400 Series cymbal stands come equipped with all the same features as our 9500 stands with one exception... 9400 stands utilize a conventional style cymbal tilter mechanism. This



9400 Series Cymbal Stands

tilter mechanism is the same extra large, heavy-duty tilter we use on our 7500 Series cymbal stands. It uses an 8mm diameter shaft and oversized wing screw. We've had requests from dealers and consumers alike for high-quality cymbal stands with a traditional cymbal tilter. Let's face it, some drummers don't like change; and while our 360° cymbal tilter gives a drummer more positioning ability than other cymbal tilters,

it looks different. Available in four models: 9409S short boom; 9409M medium boom; 9409L long boom; and 9410 straight stand, the 9400 Series combines the best of several features. Drummers can now choose from our conventional or our 360° tilters via the 9400 or 9500 Series stands. Both are mounted on one of the best engineered, double-braced stands ever made. Great features, sturdy construction, reasonable weight vs. mass... All of this at a great price.

Grab a Piece of the Rock

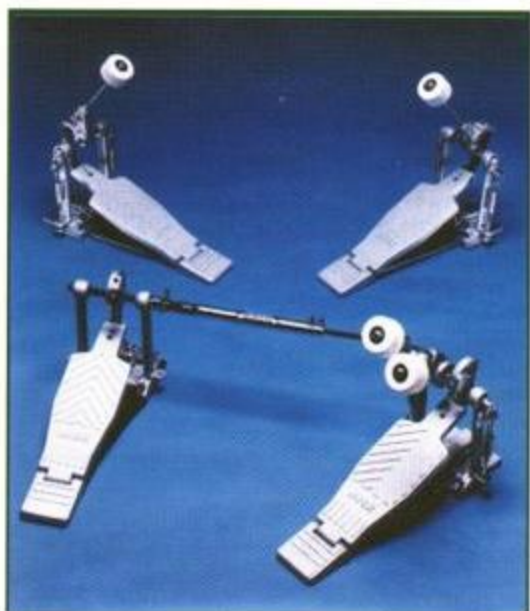
For years, Kaman has had a successful entry-level/low-cost hardware business. CB700 hardware has been purchased by thousands of drummers looking for an inexpensive but good stand. Throughout 1993, the Kaman Percussion Team reviewed the low-end hardware market. Dealers and consumers kept asking for a good stand at a good price. Many dealers pointed to the fact that most, if not all, "drum companies" hardware is too expensive for entry-level drummers or players on a budget. Additionally, many consumers felt drum hardware, in some cases, has become overbuilt.

When designing Rock hardware, we tried to take the best points of quality hardware and the market need to meet a certain price point. Kaman introduced five Rock stands at the January 1994 Winter NAMM Show. They were a big success, as we sold out of our first two shipments nationwide and broke all previous sales records for a new product introduction.



New Rock Hardware

Kaman will expand the Rock hardware line by adding three pedals to the line. These include an all-new,



entry-level double pedal - the RBG-11DB with a (U.S.) retail of \$250. Also being introduced are two single pedals: the chain driven RBG-11 at \$94.50 (U.S.) retail; and the strap driven RBG-11S at \$79.50 (U.S.) retail. These pedals are right on time for the busy Fall/Winter season and are perfect for beginning drummers or players who want to step up from a pedal supplied with their entry-level drumset.

New CB

When it comes to entry-level drum kits, nobody does it better than CB Percussion. We offer over ten different configurations of entry-level kits ranging in price from \$219.50 to \$1,149.50. CB sets can be found in most of the music stores in the U.S. throughout the Fall/Winter selling season. The reason is that CB has correctly addressed the entry-level drumset market.

To further this end, we bring you the MX1100DNH. This kit is a 4 pc. set with mounting hardware

only. No snare drum and no stands. We put this set together based on requests from dealers who wanted entry-level, but quality drums in popular sizes to go with the miscellaneous hardware they have available (leftover) at year's end. Additionally, dealers noted many drum students already own a snare drum. The MX1100DNH will allow the retail store to market (price) a quality/price-point drumset around a specific consumer's needs. They can sell it with Gibraltar, Rock or any brand of hardware. They can offer a complete set of stands or just a few. They can add a CB or another manufacturer's snare drum, a used snare drum or sell it without one.

The MX1100DNH is a completely "power" sized set. It includes a 16x22 bass drum, 10x12 and 11x13 toms, and a 16x16 floor tom. All mounting hardware (tom mount arms and floor tom legs) are included. At a suggested (U.S.) retail of \$599.50, it gives music stores the latitude to target and design kits for their specific customers. This allows a store to offer their customer something totally unique to their store, while building profit.

Get 'em While They're In Stock

For the first time, since the introduction of the Legend snare drum line, Kaman actually has units in stock and ready for immediate shipment to U.S. dealers. This includes all three colors in 4.5 x 13 piccolo, 5.5 x 14 snare, and 7 x 14 deep sizes.

Since its introduction in the Summer of 1993, we have been filling backorders for Legend snare drums. Going into the high-end snare drum

market, Kaman expected a small volume of sales. We've been quite pleased with the overall acceptance of Legend, but a bit overwhelmed with orders, which caused us to backorder drums for almost one year.

Legend is Kaman's only franchised percussion line with over 80 dealers throughout the United States and 8 distributors internationally. In the Fall, we will update our national dealer listings and run a complete list of all dealers in the U.S. editions of Modern Drummer and DRUM! magazines.

Legend has been well received by musicians and retailers who cater to professional drummers looking for the "right" snare drum. The fact that several well-known and respected artists including; Harvey Mason, Van Romaine, Jonathan Moffett, Robert Rodriguez, and others are using and endorsing Legend snare drums when they play and endorse other manufacturers' drumsets has helped to lend credibility to Legend. As one retail store owner put it; "With Harvey being as picky about his sound and being so well respected, people are asking about Legend. Once they hear the drum, they're sold."

Now's the time to order a Legend snare drum.



CB'S New MX1100DNH Will Be A Hot Seller For The Holidays.



The Toca Factory

It really does exist! The new Toca factory (pictured) is nearing completion. Production has begun and our deliveries are improving. This year, we have received nearly 32% more drums than 1993. Our challenge has been the growing demand for the product. We are confident that this new factory can keep up with the high demands of our customers, and we are dedicated to that goal. There will be Kaman personnel visiting the factory every three months, staying in touch with production and the high-quality standards Toca products required.

Inventory of LE Series Drums has already improved. We are building Piano Black and Santa Fe White drums monthly. LE Emerald Green has been enthusiastically received by endorsees and stores alike. Deliveries are scheduled to hit early Fall.

Delivery of Custom Series and Player's Drums are also increasing. We estimate delivery of these models to be up substantially by the Fall season.

Classic Series Timbales are a big hit with the players. Fashioned after the popular timbales of the 40's and 50's. The shells are 7" deep, 13" and 14" in diameter, with solid steel counter hoops, claw hooks, and drum key style tuning rods. This design produces better rim shots and enhanced side playing. The timbales come with our heavy-duty, double-braced stand with cowbell mounting bracket and are available in chromed steel (T-417) or highly-polished solid brass (T-417BR) shells.

Drumset Classic Timbale (T-417-3) is a winner for the drumset player. A single, 7" deep, 13" diameter chromed steel timbale with the same traditional tuning system as the T-417 timbales and a single L-Rod style mount. A real value listing at \$199.50.

Model T-2540 Cuica is now available. The pre-tuned Toca cuica is truly unique for that great Brazilian sound. It features a resonant lightweight shell, tunable Remo pre-tuned 10" head with solid steel hoop, claw hooks, and drum key tension rods for additional tuning. It is

equipped with a strong nylon strap for comfortable playing. A real value retailing at \$119.50.

New bells are in stock now for the season.

Toca Double Fusion Bells (4353-T) and Triple Fusion Bells (4354-T) are a real value in the marketplace. Each has our special tone-dampening process to reduce unwanted ring. Tuned to perfection and both feature a heavy-duty, insulated mounting system.

Toca Rumba Bells 4344-T (Large) and 4343-T (Small) based on the traditional Cuban bells. Each bell has a unique overtone spectrum, which gives the player two distinct overtones per bell.

Throughout the entire line of Toca products, high quality at a great value makes stocking this line of hand percussion products a must. Let us help you display these products in your store by using Gibraltar mounting stands and accessories, and watch the excitement explode your Latin percussion sales.

Applause

Introducing our new Mini-Applause Nylon string guitars.

These Mini-Applause Nylon String guitars offer the young student a solid instrument to begin studying on, with just the right 'small' size body, neck, and string spacing in order to encourage musical growth. Likewise, these guitars are perfect for the travelling practicing musician that needs a guitar that will project a well balanced acoustic tone, provide realistic professional playability & set-up, and fit "In the overhead bin" of major airlines.



AN12-4 (left) 'Half Size' nylon string cutaway 22 1/2" Scale length with a 1 3/4" nut width.

Retail Price: \$259.50

AN13-4 (right) 'Three Quarter Size' nylon string cutaway. 23 5/8" Scale Length with a 1 3/4" nut width.

Retail Price \$279.50

AE38-HB (center) Our new "Honey Burst" finish on a laminated spruce top. This lighter, brighter color adds an enthusiastic touch to the current selection of our Applause guitars. note: This and the other Applause guitars are part of our Buyers' Bonus Program.

Retail Price: \$449.50

KAMAN'S BUYERS' BONUS AWARD PROGRAM

Sony Color Tv's, Macintosh Computers, Spaulding Golf Clubs, Seiko Watches, Bahamas Cruise these are just a few of the awards found in the C. Bruno & Son/Coast Wholesale Music Gift Collection.

Kaman Music is offering dealers the opportunity to earn their choice of free merchandise and trips

chrome plated machine heads, and hardwood fingerboards. The rich mahogany stained back & sides under a high gloss finish adds an aesthetically pleasing touch to these guitars.

Applause Guitars & Bass, Kaman Strings, Matrix Tuners & Metronomes, SignalFlex Cables & Accessories, SKB cases, Seiko Tuners & Metronomes, Telex Wireless & Accessories, and Zildjian Cymbals and Drumsticks.

Redemption Is Easy. At the end of each month the dealer will receive an awards check for the total points earned from purchases in these 8 product categories during the month. Your dealer can choose to send in for an award from our gift collection catalog immediately, or may want to wait to accumulate additional award checks through the course of the promotion towards a larger prize.



FRANCISCAN

Both of these new Franciscan introductions offer one of our best quality and affordably priced acoustic guitars. The CS5 Dreadnought and the CN18 Classic come with laminated spruce tops,



CS5 (right) Retail Price: \$189.50

CN18 (left) Retail Price: \$169.50

when they purchase top selling brands from Coast and Bruno this fall. Our program is very simple - once a dealer qualifies, he will earn Buyers' Bonus Points when ever he orders any of the following items:

How To Qualify. When your dealer places one order of at least \$3000 for any mix of the above 8 product lines, he will automatically qualify. This order must be placed between September 1st and October 28th. Your dealer will start earning Buyers' Bonus Points beginning with his qualifying order.

Sign Up Is A Snap. We've made it simpler than ever to register your dealer for the Buyers' Bonus Program. All that you have to do is place an order for our special Buyers' Bonus Program coffee mugs - stock number "Mug" - with the

qualifying order. That's it - our computer will automatically start tracking the award points from this point on.

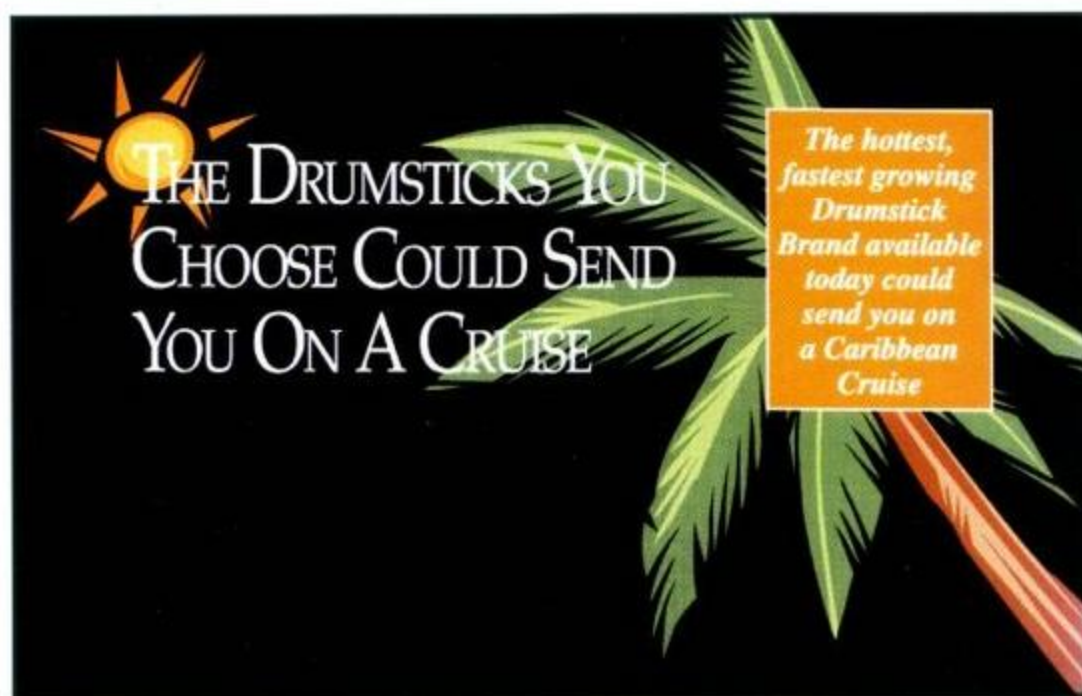
The Buyer's Bonus Program will run from September 1st thru December 23rd so there's loads of time to earn points.

Colaiuta (Sting), William Calhoun (Living Color), Aaron Comess (Spin Doctors), and Cindy Blackman (Lenny Kravitz). In addition, they will receive a year's supply of Zildjian drumsticks plus other assorted Zildjian merchandise. 25 First Prize winners will receive a pair of Zildjian

cause every time his/her sales staff redeem an award, they enter the store into a Sweepstake drawing for 1 of 5 Caribbean Cruise vacations!

The 1994 Zildjian Drumsticks Sweepstakes promotion runs through the end of 1994. The promotion is being supported by full-page, 4 color advertising in consumer publications such as Modern Drummer, Drum and Hit Parader, and in trade publications such as MMR, Music Trades and Music, Inc.

Promotion Support packages containing Posters, Counter Top Easel-Backed Displays, Redemption coupons, store sales person Awards Certificates and Ad reprints have been mailed directly to all Percussion Instrument dealers in the U.S.



Zildjian has just unveiled its most spectacular and powerful promotion to date, the **1994 Zildjian Drumsticks Sweepstakes Promotion**. Featuring both consumer and retailer components, this promotion is guaranteed to incentivise the dealer and increase sell-through at the store level.

The consumer component consists of both an exciting Grand Prize Sweepstakes drawing and a Gift-with-Purchase special offer.

The Sweepstakes drawing will reward 5 lucky Grand Prize winners with an all expense paid trip to Zildjian's world headquarters in Norwell, Massachusetts to select a complete cymbal set-up, accompanied by their choice of a top Zildjian Drumstick Artist from Vinnie

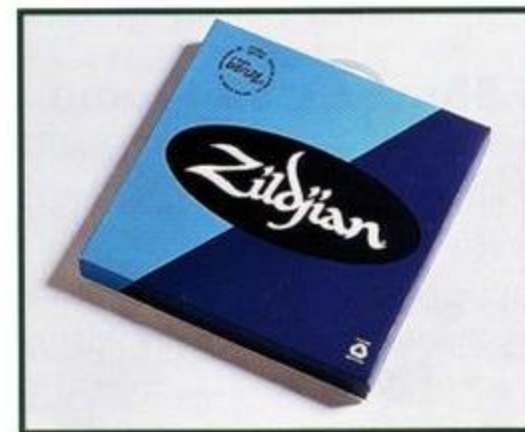
Hi Hats and a Crash Cymbal, a box of Zildjian Drumsticks and assorted Zildjian merchandise. 50 Second Prize winners will receive a Zildjian Crash Cymbal and five pairs of Zildjian Drumsticks. There is no purchase necessary to be eligible for the Sweepstakes.

The Gift-with-Purchase special offer, rewards consumer purchases of 5, 10, 20 and 40 pairs of sticks with a variety of free Zildjian merchandise and free pairs of drumsticks.

The retailer component incentivises both the store sales/counter person and the store owner. Each time the sales/counter person sells at least 100 pairs of Zildjian Drumsticks, they can receive their choice of free Zildjian products from a pre-selected list of available items. The store owner is incentivised be-

Save Big On Zildjian Box Sets For '94

This year Kaman Music is able to offer a larger discount on Zildjian's 4 pc box sets... up to 50 & 30% off! Dealer's will want to take full advantage of this new lower dealer pricing on the number one selling cymbal line by stocking up early on the holiday seasons hottest cymbal



packs. Choose from three exciting series: New Schimitar, Schimitar

Bronze and Schimitar Rock. Each 4 pc pack contains a 14" hi-hat pair, 16" and 18" cymbal plus a free bonus of 1 pair first quality Zildjian drumsticks. Consumers will save too since the retail price of each prepack represents a 7% savings off the open stock prices. Zildjian has packaged these sets in eye catching, multi-colored boxes. This year's model numbers are:

M3901 Schimitar Bronze	\$442 List
M5901 Schimitar Bronze Rock	\$442 List
M2901 New Schimitar	\$346 List

The dealer pricing schedule is 1 - 7 pc at 50 + 20%, with a 50 + 30% discount offered for 8 or more.

Once dealers lock in their discount based on purchases of the 4 pc pack, then they can buy Zildjian's new starter and expander packs at the same discount level. These models are:

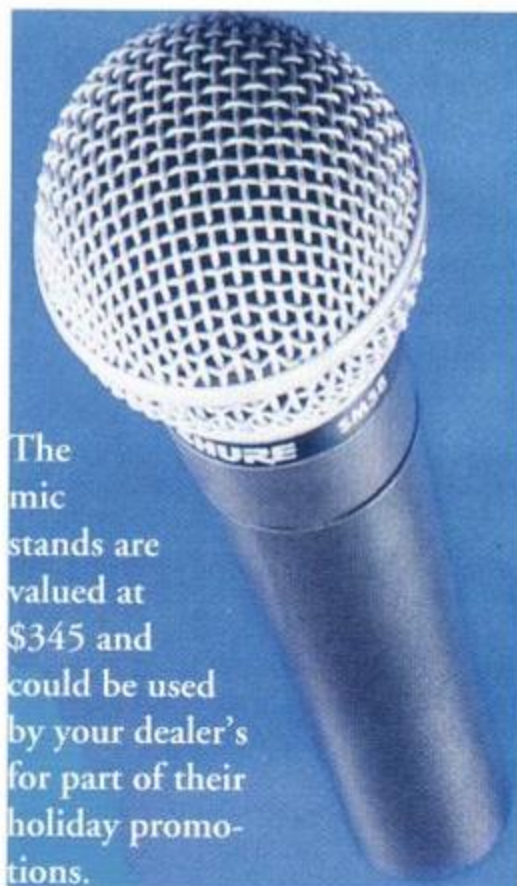
M2900 New Schimitar Starter Pack (14" HiHat, 18" Crash Ride)	\$236 List
M3902 Schimitar Bronze Expander Pack (18" Crash, 18" China Boy)	\$259 list

Qualified dealers will earn Kaman Bonus Buyers' Points for Zildjian purchases this fall.

SHURE

Shure SM58 Promo

This fall you will be able to offer your dealers an added incentive when they purchase Shure SM58's from Kaman Music...free microphone stands. With every Master Pack of 20 pc SM58LC ordered at just \$97.50 net, Kaman will include 10 pc of our everyday best selling microphone round base stand, model 6521, free of charge.



The mic stands are valued at \$345 and could be used by your dealer's for part of their holiday promotions.

Important: Please write your Master Pack SM58LC microphones sales for this promotion on a separate order.

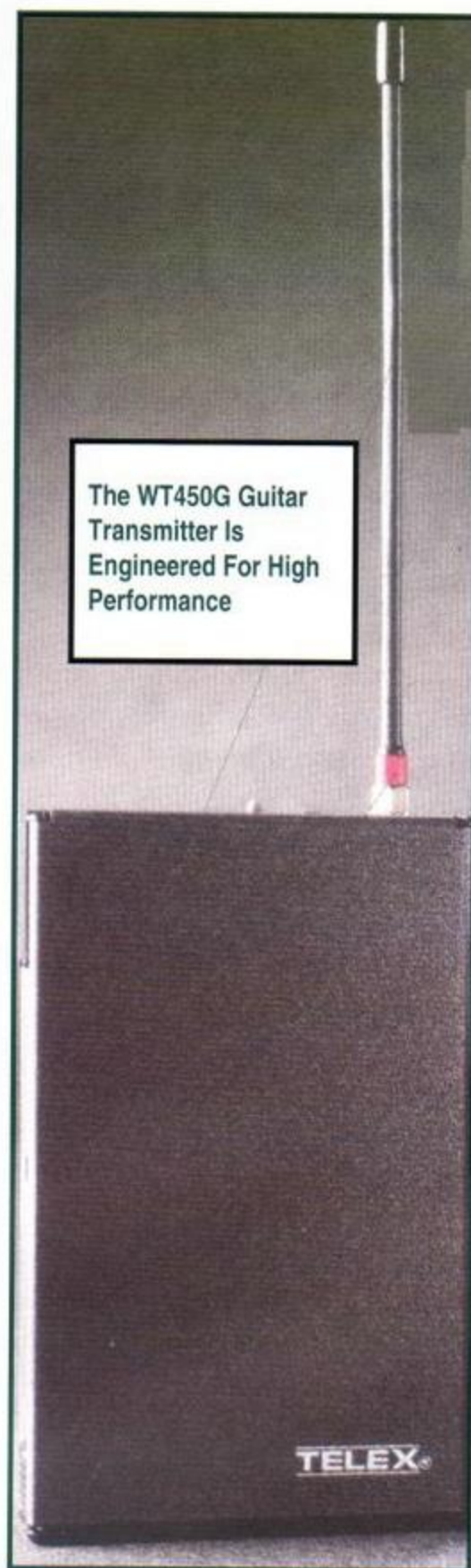
Telex

It's Crystal Clear

Take patented technology combined with superior performance and legendary reliability and you have the ingredients for Telex's new UHF guitar wireless system. The FMR450G is designed to offer guitarists the highest performance in UHF wireless systems at a break through retail price of \$1699.

Development of the FMR-450G comes after close consultation with professional guitar players to learn what they wanted in a UHF guitar system. Performance and reliability were clearly the two features these players were looking for. Telex's RF engineers at their research cen-

ter in Lincoln, Nebraska were able to meet this challenge of technical preeminence at a price that is substantially less than competitive systems. Telex's patented Pos-I-Phase® true diversity design coupled with TLX® patented noise reduction is able to offer guitarists increased range at maximum audio



The WT450G Guitar Transmitter Is Engineered For High Performance

TELEX

performance over other wireless systems currently on the market. In performance evaluations, guitarists felt the FMR-450G provided completely transparent operation, even on the largest stage. Like Telex's VHF guitar systems, the new FMR-450G is designed from the ground up to handle the diverse audio signals produced by guitars and is not a vocal transmitter with a guitar cord.

At the heart of the FMR450G system is the WT450G transmitter which Telex has surrounded in a professional metal housing that offers superior RF shielding. Telex's patented circuitry is able to process the complex signals produced by both active and passive pickups which is then broadcast using rock solid crystal transmission over a dedicated UHF frequency to the receiver. The UHF band offers better performance compared with VHF. Advantages include immunity to superfluous noise, increased range and clarity and the ability to run as many as 50 transmitters simultaneously with proper frequency coordination.

Telex just introduced its line of UHF wireless this past March at the National Association of Broadcasters annual convention. Since this introduction, their factory has been literally swamped with orders. At \$1699 the FMR450G is well within the price range of guitarists who want the freedom of wireless without compromise. The Telex FMR-450G is backed by a full 3 year warranty and is available exclusively from Kaman Music Corporation. Dealer pricing on the FMR450G is \$1,189.30 net each, or \$1,061.88 for 3 or more systems.



SKB, who is already known as a leader in instrument and rack mount cases has now focused on designing a line of products for the percussionist.

The new SKB percussion product line is molded from ultra high molecule weight polyethylene. This is the same material the U.S. military specifies for combat ready weapon containers which must be impervious to solvents, oils, fuels and acids. Furthermore, this material can take an abnormal amount of abuse without cracking or breaking in weather conditions of -30 to 150 F.

The SKB percussion cases are designed to take the battle of the road in all weather conditions, yet afford excellent protection to the drummer's valuable equipment. The case frames are heavy duty extruded aluminum, which are fitted with neoprene (o-ring) sealing gaskets for moisture protection.

SKB drum cases are foam lined in the pertinent spots where the lugs and rim make contact with the case. Consequently, this eliminates any

sort of wear on the chrome hardware during transit.

The latches are heavy duty cam action type in the basic shape of an abalone shell. Consequently, this will eliminate damage during transportation, yet at the same time, be 100 % lockable, which affords the security required when checking the equipment onto air lines or other methods of transportation or storage.



Dealers will want to stock the cases that will fit a standard 5 piece power tom set which are:

SKB H07-14D	\$99.95
SKB H10-12D	\$94.95
SKB H11-13D	\$109.95
SKB H16-16D	\$139.95
SKB H16-22D	\$219.95

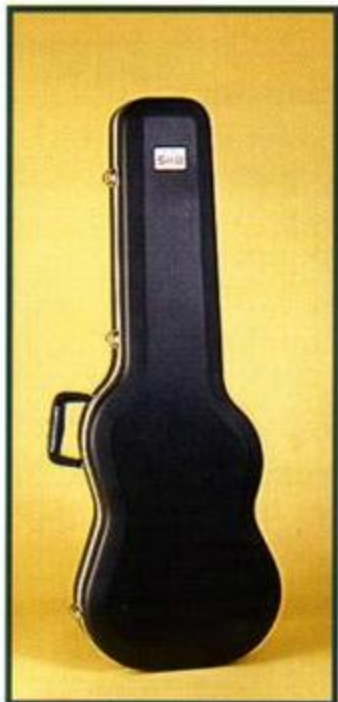
This complete power tom case assortment retails for \$664.75, with a dealer net of \$282.52 (50 + 15%). To compliment the new, revolutionary SKB drum cases, SKB has introduced the SKB rail pack case, model SKB H3611, which has



built in wheels for easy transportation. This is the perfect format for the drummer to store all his hardware during travel from gig to gig. Inside the case we feature four polypropylene web straps with spring loaded reverse cinch buckles for holding the drum stands and hardware securely in place. This replaces the old fashioned trap case. With the wheels and handle on the rail case, it is easy to transport both on level terrain or up and down staircases.

We believe the new SKB line of percussion cases will revolutionize the industry just like SKB has done in the past for guitars, cellos and rack mount equipment.

Also new from SKB this fall an economy, strat style, guitar case model GC1336. At \$79.95 retail this should be a hot seller!

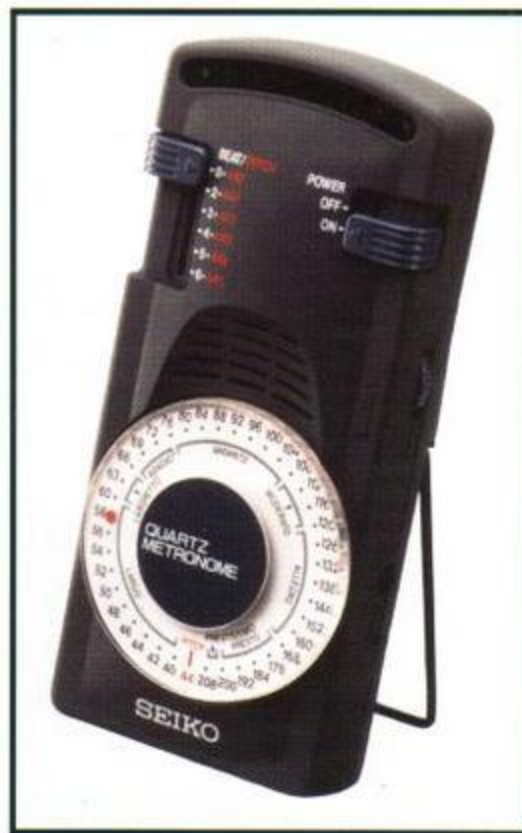


A NEW CATALOG FOR SIGNAL FLEX ELECTRONICS GEAR

Due out this Fall, the new Signal Flex catalog promises to be a hit. During the past two years Signal Flex has grown from a handful of cables and accessories to over 130 different products. The line now includes: a full line of headphones; practice headphone amps; portable mixers and electronic switch boxes;



microphones and mic accessories; effects pedals and footswitches; guitar tuner, preamp and pickups; AC adaptors and batteries; couplers and adapters; and an expanded line of cables. In addition to showing the products, the 12 page catalog also highlights the new Signal Flex "look" and colorful, coordinated packaging design. Bar codes have been added to each and every Signal Flex product package and the catalog emphasizes that the product is ready for scanning at checkout. This new catalog will quickly establish Signal Flex as a serious contender in affordable electronic accessories.



SEIKO

Seiko's new SQ77 metronome offers musicians the latest in digital technology and performance with a uniquely styled case. Dealers should find sales of this new metronome to closely follow the popular SQM349.

The SQ77 is available in Black and Dark Grey at \$99.50B list. Dealers can receive a 40 + 5% discount with a 6 piece order.

LITERATURE LINES...

In May 1994, Catalog Central began as the National Headquarters for all of the Kaman Music Group's literature needs. It was developed to provide a quick, simple, organized way of getting current literature into the hands of our dealers and salesmen. During the first three months of operation, we have sent out over 125,000 catalogs!

We have included a copy of the new updated literature order form that will appear in the next One-Stop on the following page of this issue of KMC Today.

KAMAN CATALOG CENTRAL

Literature Order Form - DEALER

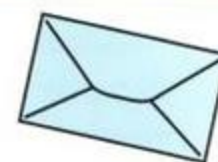
FAX TO:

Kaman Music Corp.
800-477-6487



Or MAIL TO:

Kaman Music Corp
P. O. Box 507
Bloomfield, CT 06002



SHIP TO: _____ ATTN: _____ Date: ____/____/____

Address: _____ STATE: _____ ZIP: _____

(Please print)

GUITARS

Qty OVATION

- ___ KCG-520 Ovation Catalog
- ___ KCG-521 Ovation Price List
- ___ KCG-483 Ovation Endorsee Hangtag
- ___ KCG-488 Ovation Features/Benefits Poster
- ___ KCG-528 '94 Collector's Series Ad Reprint
- ___ KCG-542 '94 Collector's Series Review
- ___ KCG-534 Ovation Reference Chart
- ___ KCG-536 Ovation Wearables Catalog
- ___ KCG-537 Ovation Celebrity Deluxe Review
- ___ KCG-568 Ovation Custom Shop Brochure

TAKAMINE

- ___ KCG-444 Takamine Catalog
- ___ KCG-530 Takamine Price List
- ___ KCG-479 Takamine Santa Fe Brochure
- ___ KCG-493 Takamine Pete Townshend Poster
- ___ KCG-500 G Series Brochure
- ___ KCG-507 Jasmine Catalog
- ___ KCG-532 Takamine PSF-48C Review Reprint
- ___ KCG-533 Takamine PSF-94 Review Reprint

HAMER

- ___ KCG-244 Hamer Catalog
- ___ KCG-529 Hamer Price List
- ___ KCG-463 Hamer Special/Diablo Flyer
- ___ KCG-474 Hamer Slammer Sell Sheet
- ___ KCG-478 Hamer Spec. FM/Archtop/P90 Flyer
- ___ KCG-538 Hamer Daytona/T51 Flyer
- ___ KCG-553 Hamer Tone, Vol III, #1

OTHER

- ___ KCG-501 Applause Brochure
- ___ KCG-508 Montana Brochure

AMPLIFICATION

TRACE ELLIOT

- ___ KCA-524 Trace Elliot Catalog
- ___ KCA-503 Trace Elliot Price List
- ___ KCA-449 Trace Acoustic Amp Poster
- ___ KCA-531 Trace Elliot Rick Savage Poster
- ___ KCA-535 Trace Elliot Multi Artist Poster

PERCUSSION

GIBRALTAR

- ___ KCP-106 Gibraltar Out-of-Stock Card - SML
- ___ KCP-107 Gibraltar Out-of-Stock Card - LRG
- ___ KCP-379 Gibraltar Harvey Mason Ad Reprint
- ___ KCP-432 Gibraltar Hardware Catalog
- ___ KCP-514 Gibraltar Hardware Price List
- ___ KCP-502 Gibraltar Service Center Catalog
- ___ KCP-504 Gibraltar Service Center Price List
- ___ KCP-513 Gibraltar Spare Parts Catalog
- ___ KCP-437 Gibraltar Spare Parts Price List
- ___ KCP-517 ATS Hardware Flyer
- ___ KCP-518 PIE Catalog
- ___ KCP-550 Gibraltar Wearables Catalog

TOCA

- ___ KCP-510 Toca Catalog
- ___ KCP-512 Toca Price List
- ___ KCP-516 Toca Sheila E Poster

LEGEND

- ___ KCP-505 Legend Catalog
- ___ KCP-506 Legend Price List
- ___ KCP-527 Harvey Mason Ad Counter Card

EDUCATIONAL

- ___ KCE-208A Belmonte Accessories Brochure
- ___ KCE-209B CB700 School Percussion Brochure
- ___ KCE-209C Flyer for IS678BP/MC Snare Kit
- ___ KCE-209D #8674 Perc Kit Assembly Brochure
- ___ KCE-209E #8674 Perc Kit Parts Brochure
- ___ KCE-210I Hans Schuster Brochure
- ___ KCE-210B Shim String Instrument Brochure
- ___ KCE-223 Belmonte Band Inst Brochure
- ___ KCE-225 Becker/Suzuki String Inst Brochure
- ___ KCE-345 Matrix Violin Tuner Flyer
- ___ KCE-415 Angel Recorder Flyer
- ___ KCE-416 CB212 Orchestra Bells Flyer

WHOLESALE

SEIKO

- ___ KCW-420 Seiko Stay Tuned Poster
- ___ KCW-457 Seiko DM40 Flyer
- ___ KCW-462 Seiko Accessories Brochure
- ___ KCW-522 Seiko Counter Card
- ___ KCW-523 Seiko 1994 Poster
- ___ KCW-541 Seiko ST1200 Ad Reprint

TELEX

- ___ KCW-554 Telex Pro Staar catalog
- ___ KCW-565 Telex Pro Audio Price List
- ___ KCW-566 Telex Pro Audio Price Supp.

OTHER

- ___ KCW-9 Zildjian Cymbal Catalog
- ___ KCW-51 Future Primitive Catalog
- ___ KCW-169 Ping Machines Catalog
- ___ KCW-328 Powerflex Bag Brochure
- ___ KCW-422 Ft. Bryan Strap Catalog
- ___ KCW-441 Sho-All Catalog
- ___ KCW-461 KMD Stand Catalog
- ___ KCW-470 Iida Banjo/Mandolin Flyer
- ___ KCW-496 V-Tech Microphone Flyer
- ___ KCW-526 KMS Cat./Price List
- ___ KCW-540 SKB Catalog
- ___ KCW-552 Vater Drumstick Catalog
- ___ KCW-556 Lee Oskar Key Chart
- ___ KCW-557 Lee Oskar Harmonica Brochure
- ___ KCW-558 Vic Firth Catalog
- ___ KCW-559 Mike Balter Mallet Catalog
- ___ KCW-560 Mike Balter Mallet Price List
- ___ KCW-561 Matrix Tuner/Metronome Flyer
- ___ KCW-562 Wittner Taktell Supermini Flyer
- ___ KCW-563 Wittner Taktell Penguin Flyer
- ___ KCW-564 Wittner Taktell Marble Flyer
- ___ KCW-569 Signal Flex Electronics Catalog

MISCELLANEOUS

- ___ KC-31B Kaman Coast/Bruno Red Binder
- ___ KC-348 Quick Serve Flyer
- ___ KC-350 Quick Serve Booklet
- ___ KC-545 KMC Literature Order Form

KMS SINGLE STRING MERCHANDISER

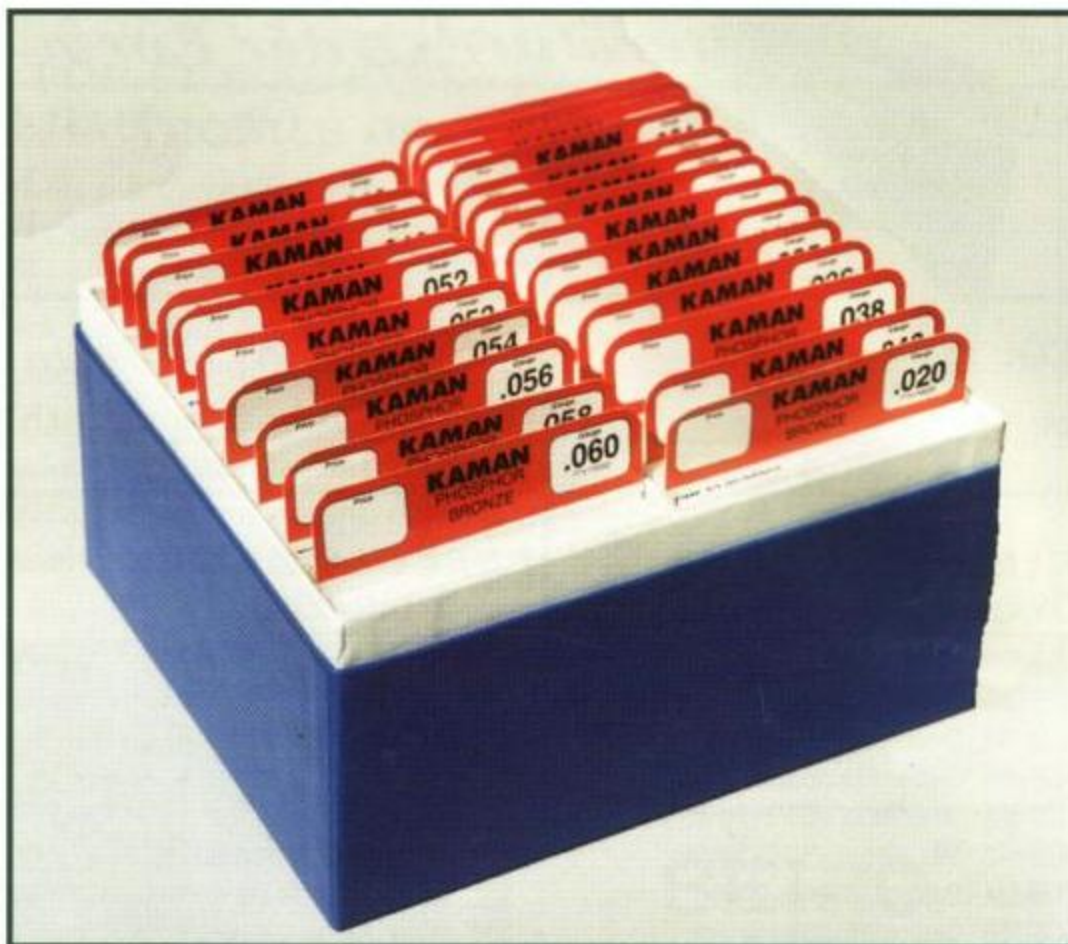
Kaman Musical String now offers attractive and compact single string merchandiser boxes featuring the premium quality Adamas and Electrix² strings in the most popular gauges.

The three kits offered are the ideal startup packages for dealers looking to take advantage of the lucrative single string market. The attractive colors and compact size will also be of interest to dealers who are looking to update their single string displays.

Each kit comes fully packed and indexed with header cards that display the type of string, the gauge and a convenient reorder number for quick reference.

Designed to take up a minimum of counter space, the boxes measure just 8 1/2" wide x 7 1/4" deep x 4 1/4" high making them ideal for busy shops where counter space is at a premium.

KIT 1 Contains 216 plain steel strings for acoustic or electric guitars in gauges .008 through .022. Includes colorful merchandiser box and gauged header cards.



Contents: 24 pcs each of .008/.009/.010/.011 12 pcs each of .012/.013/.014/.015/.016/.017/.018/.019/.020/.022
List price \$200.00 Dealer Net \$60.00

KIT 2 Contains 138 phosphor bronze wound acoustic guitar strings in gauges .020 through .060. Includes colorful merchandiser box and gauged header cards.

Contents: 6 pcs each of .020/.022/.023/.024/.025/.026/.027/.028/.030/.032/.034/.035/.036/.038/.040/.042/.044/.046/.047/.048/.050/.052/.054/.056/

.058/.060

List price \$360.00 Dealer Net \$108.00

KIT 3 Contains 162 nickel wound electric guitar strings in gauges .018 through .060 including colorful merchandiser box with gauged header cards.

Contents:

6 pcs each of .018/.019/.020/.022/.024/.026/.028/.030/.032/.034/.036/.038/.040/.042/.044/.046/.048/.050/.052/.054/.056/.058/.060

List price \$325.00 Dealer Net \$97.50

KAMAN

MUSIC CORPORATION

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