

Kaman

**KAMAN
CORPORATION
1991
ANNUAL REPORT**

Savings Program—designed to identify the customer's true cost of doing business from product procurement to inventory management, application upgrades, and systems integration—leads the industry.

In 1991, we continued the process of building a national distribution organization. Our various geographic regions were redefined to position inventories, branch locations, and personnel for the most efficient service to the major industries we serve; and the national accounts program was expanded to foster an industry trend toward national single source suppliers. For 1992, the company plans geographic and market share expansion for our services and thousands of industrial items including bearings, chains, electric motors, gear reducers, couplings, sprockets, v-belts, pulleys, conveyor idlers, hydraulic components, sensors, electrical/electronic controls, materials handling equipment, lubricants and seals—the diverse repair and replacement material needed to keep production machinery running efficiently in nearly every sector of heavy and light industry.

COMMERCIAL

Both the Diversified Technologies and Distribution segments serve our commercial market customers with an extensive range of products and services. As the nation works its way through recession conditions, we emphasize diversity of programs, specialized markets, and performance.

Kaman provides airframe components; specialized self-lubricating bearings; engine fan reverser fixed structures for use on large airliners; and KAflex couplings for several helicopter types. We make non-contact position measurement systems for use in close tolerance manufacturing; and we conduct scientific studies in several defense and commercial fields. At Jacksonville, Florida, we provide aircraft fueling and services to both airlines and general aviation customers.

Kaman Music is the largest independent distributor of musical instruments and accessories to the retail music stores of America, and has a growing presence in every major world market. The company is at the forefront of technical innovation



The new Boeing 777 will include wing structure components built by Kaman. Kaman received \$200 million in commercial contracts from Boeing during the year, and \$40 million from GE Aircraft Engines for continued production of fan reverser structures for commercial jet engines.

and customer preference with the widest range of branded professional and amateur products in the industry, including our own Ovation, Hamer, Adamas, Applause, and Takamine electric and acoustic guitars; KMD amps and PA systems; Kaman Performer, Adamas and other musical instrument strings; and stringed,

brass, woodwind, and percussion instruments and accessories.

We have advanced methods and systems to bring our customers industry leading services, and we continually look for new music products through worldwide sourcing to ensure that we have the latest developments and highest technology at the lowest possible price.

1991 was Ovation Instruments' 25th Anniversary, a milestone year in the history of our revolutionary round-back guitar design. Ovation continues to gain share worldwide, and is the market leader for professional and amateur guitarists alike.

The 1992 Ovation Collectors Series guitar is in great demand around the world.



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