#### SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 10-Q

X QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)OF THE - --- SECURITIES EXCHANGE ACT OF 1934 FOR THE QUARTERLY PERIOD ENDED SEPTEMBER 30, 1995.

-----

0R

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d)OF THE --- SECURITIES EXCHANGE ACT OF 1934 FOR THE TRANSITION PERIOD T0

Commission File No. 0-1093

KAMAN CORPORATION (Exact Name of Registrant)

Connecticut (State of Incorporation) (I.R.S. Employer Identification No.)

06-0613548

Blue Hills Avenue Bloomfield, Connecticut 06002 (Address of Principal Executive Offices)

Registrant's telephone number, including area code: (203)243-7100

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes x No

Indicate the number of shares outstanding of each of the issuer's classes of common stock as of October 31, 1995:

> Class A Common 17,750,825 Class B Common 667,814

Page 1 of 12 Pages

PAGE

# 

Item 1. Financial Statements:

#### Condensed Consolidated Balance Sheets(In thousands)

Assets	19	oer 30, 995	Decemb 19	94
Current assets: Cash Accounts receivable (net of allowanc	e	\$ 3,169		\$ 3,711
for doubtful accounts of \$2,258 in 1995, \$1,665 in 1994) Inventories:		185, 254		146,411
Raw materials Work-in-process	\$ 8,020 49,941		\$ 9,616 36,408	
Finished goods Merchandise for resale	26,602 117,243		17,282 96,918	160,224
Other current assets		27,823		28,666
Total current assets		418,052		339,012
Property, plant & equip., at cost Less accumulated depreciation	187,035		183,403	
and amortization	103,904		98,782	
Net property, plant & equipment Other assets		83,131 19,196		84,621 19,316
		\$520,379 ======		\$442,949
Liabilities and Shareholde				
Current liabilities:				
Notes payable		\$ 65,273		\$ 53,318
Accounts payable		64,083		54,561
Accrued liabilities		36,429		34,560
Other current liabilities		56,612		50,443
Total current liabilities		222,397		192,882
Deferred credits		9,764		8,880
Long-term debt, excl. current portion		76,475		37,433
Shareholders' equity: Series 2 preferred stock Other shareholders' equity	154,576		146,587	203,754
		\$520,379 ======		\$442,949 ======

Item 1. Financial Statements, continued:

# Condensed Consolidated Statements of Earnings (In thousands except per share amounts)

	For the Three Months Ended September 30,		
	1995	1994	1995 1994
Revenues	\$225,981	\$199,249	\$657,935 \$606,186
Costs and expenses: Cost of sales Selling, general and	169,196	147,066	486,592 448,618
administrative expense Interest expense Other expense	2,308 114	41	6,392 3,100 354 546
	218,386		633,327 584,198
Earnings before income taxes	7,595	7,435	24,608 21,988
Income taxes	3,024	2,534	9,824 8,251
Net earnings	\$ 4,571 ======		
Preferred stock dividend requirement	\$ (929)	\$ (929)	
Earnings applicable to common stock	\$ 3,642 ======	\$ 3,972	\$ 11,997  \$ 10,950 ====== =====
Net earnings per common share - Primary - Fully diluted	\$ .20 \$ .20 ======		\$ .65 \$ .60 \$ .64 \$ .60
Dividends declared per share: - Series 2 preferred stock - Common stock	\$ 3.25 \$ .11 ======		\$ 9.75 \$ 9.75 \$ .33 \$ .33 =======

#### Item 1. Financial Statements, continued:

## Condensed Consolidated Statements of Cash Flows (In thousands)

	For the Ni Ended Sep	tember 30,
	1995	1994
Cash flows from operating activities:		
Net earnings Depreciation and amortization Gain on sale of assets	\$ 14,784 9,204 (1,779)	\$ 13,737 9,378 - (25,169)
Changes in current assets and liabilities Other, net	1,131	2,096
Cash provided by (used in) operating activities		42
Cash flows from investing activities:		
Proceeds from sale of assets Expenditures for property, plant & equipment Other, net	3,975 (7,897) (101)	495 (7,683) (1,281)
Cash provided by (used in) investing activities	(4,023)	(8,469)
Cash flows from financing activities:		
Additions to notes payable Additions (reductions) to long-term debt Dividends paid Other, net	11,955 40,000 (8,837) 733	14,430 (286) (8,789) 763
Cash provided by (used in) financing activities		6,118
Net increase (decrease) in cash	(542)	(2,309)
Cash at beginning of period	3,711	3,845
Cash at end of period	\$ 3,169 =======	\$ 1,536 =======

#### Item 1. Financial Statements, continued:

Notes to Condensed Consolidated Financial Statements (In Thousands)

#### Basis of Presentation

\_\_\_\_\_\_

The December 31, 1994 condensed consolidated balance sheet amounts have been derived from the previously audited consolidated balance sheet of Kaman Corporation and subsidiaries.

The balance of the condensed financial information reflects all adjustments which are, in the opinion of management, necessary for a fair presentation of the financial position, results of operations and cash flows for the interim periods presented and are of a normal recurring nature unless otherwise disclosed in this report.

The statements should be read in conjunction with the notes to the consolidated financial statements included in Kaman Corporation's 1994 Annual Report.

#### Cash Flow Items

- -----

Cash payments for interest were \$6,167 and \$3,606 for the nine months ended September 30, 1995 and 1994, respectively. Cash payments for income taxes for the comparable periods were \$2,536 and \$7,745, respectively.

### Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Results of Operations

Consolidated revenues increased approximately 13% and 9% for the three month and nine month periods ended September 30, 1995, respectively, compared with the same periods of 1994. These results are largely attributable to increased sales in the Distribution segment.

Distribution segment revenues were up about 14% for both the quarter and nine months ended September 30, 1995, compared with the same periods of 1994. These results reflect commensurate increases in industrial distribution and music distribution sales. The industrial distribution business comprises slightly more than 75% of the Distribution segment.

Industrial Distribution sales continue to benefit from a relatively healthy domestic economy. Revenue increases have been stronger than the general rate of growth, however, due in part to the company's efforts to expand partnering relationships with suppliers, address the needs of customers who want to consolidate their vendor base, and provide value added services in areas such as electrical and electronic systems, materials handling, and precision positioning systems. These measures, in combination with enhanced operating efficiencies attained during the past few years, have resulted in increased market share for the industrial distribution business.

Increases in Music Distribution sales were derived largely from domestic, rather than foreign, markets. Music has experienced some softening in European and Asian markets during the relevant periods.

Diversified Technologies segment revenues were up about 12% for the three month period and flat for the nine month period ended September 30, 1995, compared with the same periods of 1994. Although revenues increased in the third quarter, in general, results continue to reflect changing conditions in defense markets and the commercial aircraft industry.

The Diversified Technologies segment is adapting to the evolving U.S. defense market. The federal government's planning and spending priorities are shifting toward more emphasis on high-technology programs. Management believes that it is well positioned to compete in this environment because it has significant expertise in the field of high-technology programs, having performed a multitude of government contracts over the years. These contracts have involved products and systems, as well as services such as computer software development, intelligence analysis, and research and development. The corporation continues to be successful in maintaining revenues from this type of business, however, competition for these contracts is increasing.

### Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations (Continued)

There is also considerable pressure within the defense market for allocation of the overall defense budget. In this environment, military hardware programs have been more vulnerable to the risk of program termination. The corporation's program to retrofit its SH-2F helicopter to the SH-2G configuration illustrates this. Its contract with the U.S. Navy for retrofit work has now been completed. The naval reserves currently maintain two squadrons of this helicopter and the remainder are in military storage. The corporation expects to continue to provide logistics and spare parts support, but at lower levels than in the past.

There is some potential for use of these stored aircraft through sales to foreign military services and the corporation is actively pursuing those opportunities. For example, in late 1994, the Egyptian government signed a letter of agreement with the U.S. Navy for the acquisition of ten (10) SH-2G helicopters. The corporation is in the process of negotiating a contract with the U.S. Navy to perform this retrofit work, which could have a value of up to \$140 million over a three (3) year period. During the third quarter of 1995, the letter contract awarded to the corporation to provide long lead materials and services in support of the sale, increased from \$30 million to \$40 million.

The Diversified Technologies segment continues efforts to further develop commercial markets for its products. For some time now, the corporation has performed subcontract work on several commercial airframe manufacturing programs. This work continues although it has been affected by the slowdown in aircraft production rates in the domestic aircraft industry.

The K-MAX (registered trademark) helicopter program is another important commercial initiative for the segment. The K-MAX is a medium to heavy lift 'aerial truck' with operating characteristics that distinguish it from other helicopters for use in logging, fire fighting, reforestation, utility power line work, and other applications. In addition to the United States, the helicopter is now certified in Canada and Switzerland. The first five (5) helicopters were completed and deliveries to initial customers began in September, 1994 under a special lease program which has provided the corporation an opportunity to maintain active involvement in the product's introduction to the marketplace. The 1995 production lot consists of six (6) aircraft and management expects that the 1996 lot will consist of six (6) aircraft also. Management has deliberately taken a conservative approach to introducing this new model of helicopter and expects that sales and profitability will take some time to achieve. Management also believes that a conservative approach is prudent since the market could be affected by the number of military surplus aircraft released to the public.

### Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations (Continued)

During the third quarter of 1995, the K-MAX was chosen as the winner of the U.S. Navy vertical replenishment (VERTREP) demonstration competition. Two aircraft were used in the demonstration, which was conducted for a period of two months, ending in late October. Management believes that this may be another step taken by the federal government toward acquisition reform by evaluating the concept of charter/lease for this aircraft in a non-combat role.

Total operating profits for the segments increased 7% and almost 16% for the three months and nine months of 1995 compared to the same periods a year ago. Operating profits for the Diversified Technologies segment were up 17% and 25% for the quarter and nine months, respectively, from the same periods of 1994. Almost fifty percent of the Diversified Technologies segment increase is attributable to the gain on sale of real estate in the segment during the first quarter. Operating profits for the Distribution segment decreased by 6% for the quarter and increased by 3% for the nine months ended September 30, 1995, compared with the same periods of 1994. Overall results for the segment were significantly affected by softening in Music Distribution's markets in Asia and Europe, higher than expected costs associated with the expansion of its amplifier manufacturing facility in the United Kingdom, and reconfiguration of certain distribution facilities in Europe. The Industrial Distribution business continues to benefit from a healthy domestic economy and to some degree to the effects of the industrial distribution business' value added systems marketing strategy which has differentiated it from its competitors.

Interest expense for the first nine months of 1995 increased 106% compared to the same period of 1994, due in significant part to increases in average borrowings and to some degree, higher interest rates.

The consolidated effective income tax rate for the first nine months of 1995 was 39.9%. For the same period of 1994, the rate was 37.5%.

Net earnings were \$4.6 million for the quarter ended September 30, 1995, compared to \$4.9 million for the same period of 1994. After giving effect to preferred stock dividend requirements, earnings available to common shareholders were \$3.6 million for the third quarter of 1995, compared to \$4.0 million for the same period of 1994.

Net earnings were \$14.8 million for the first nine months of 1995, compared to \$13.7 million for the same period of 1994. After giving effect to preferred stock dividend requirements, earnings available to common shareholders were \$12.0 million for the nine month period of 1995, compared to \$11.0 million for the same period of 1994.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations (Continued)

### Liquidity and Capital Resources

The corporation's cash flow from operations has generally been sufficient to finance a significant portion of its working capital and other capital requirements. During the first nine months of 1995, the corporation's capital requirements have increased compared to last year and this has resulted in financing more of its requirements from bank borrowings compared to the same period of 1994. These capital requirements include costs associated with the new K-MAX helicopter program, financing of receivables due mostly to increased business, and inventory purchases by the Distribution segment to take advantage of special pricing opportunities or in connection with implementation of marketing initiatives.

For general borrowing purposes, the corporation has maintained revolving credit agreements involving several banks located in the United States, Canada, and Europe, with a maximum unsecured line of credit of \$200 million. The agreements each have a term of five years and contain provisions permitting the term to be extended for additional one-year periods upon concurrence of the parties. During the second quarter of 1995, the agreements were extended for a period of one additional year.

The agreements contain various covenants which could serve to limit total available borrowings at a given time. These covenants include debt to capitalization and consolidated net worth requirements.

As of September 30, 1995, the corporation had borrowed \$40 million under these agreements. For the nine months ended September 30, 1995, average borrowings under the agreements were \$19.9 million. There were no borrowings for the first nine months of 1994.

The corporation also maintains other short-term credit arrangements with various banks. As of September 30, 1995, these borrowings were at \$64.6 million. For the nine months ended September 30, 1995, average bank borrowings against these short-term arrangements were \$70.8 million compared to \$37.9 million a year ago.

The corporation maintains a stock repurchase program, under which it is authorized to repurchase a total of approximately 700,000 Class A shares. As of September 30, 1995, a total of 188 thousand Class A shares had been repurchased pursuant to the program. The primary purpose of the stock repurchase program is to meet the needs of the Employees Stock Purchase Plan and Stock Incentive Plan.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations (Continued)

Management believes that the corporation's cash flow from operations and available unused bank lines of credit are currently sufficient to finance its working capital and other capital requirements. As the corporation's business grows, with attendant capital requirements, management anticipates exploration of alternative debt and/or equity financing vehicles in order to assure that its future business requirements are met.

#### KAMAN CORPORATION AND SUBSIDIARIES PART II - OTHER INFORMATION

#### Item 6. Exhibits and Reports on Form 8-K.

- (a) Exhibits to Form 10-Q:
  - (11) Earnings per common share computation
  - (27) Financial Data Schedule
- (b) Reports on Form 8-K:

There have been no reports on Form 8-K filed during the quarter ended September 30, 1995.

#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

KAMAN CORPORATION Registrant

Date: November 10, 1995 By Charles H. Kaman

Chairman and Chief Executive

Officer

(Duly Authorized Officer)

Date: November 10, 1995 By Robert M. Garneau

Senior Vice President and Chief Financial Officer

- 11 -

PAGE

#### KAMAN CORPORATION AND SUBSIDIARIES

#### Index to Exhibits

Page in Sequentially Numbered Copy

Exhibit 11 Earnings Per Common Share Computation Attached
Exhibit 27 Financial Data Schedule Attached

# KAMAN CORPORATION AND SUBSIDIARIES EXHIBIT 11 - EARNINGS PER COMMON SHARE COMPUTATION (In thousands except per share amounts)

	For the Three Months Ended September 30,		Ended Sep	ine Months tember 30,	
		1995	1994 	1995 	1994
Primary: Net earnings applicable to common stock	\$	3,642	\$ 3,972	\$ 11,997	\$ 10,950
Weighted average number of common shares outstanding Weighted average shares issuable	า		18,213	18,299	
exercise of dilutive stock opt	ions	195		194	91
Total			18,293		18,268
Net earnings per common share - primary	\$ ==	.20	-	\$ .65	\$ .60 =====
Fully diluted:  Net earnings applicable to  common stock  Elimination of interest expense	\$	3,642	\$ 3,972	\$ 11,997	\$ 10,950
on 6% subordinated convertible debentures(net after taxes) Elimination of preferred stock		299	329	896	*
dividend requirement		929	929	2,787	*
Net earnings (as adjusted)	\$	4,870 =====	\$ 5,230	\$ 15,680	
Weighted avg. no. of shares out- standing including shares issua on exercise of stock options Shares issuable on conversion of		18,562	18,293	18,493	18,268
subordinated convertible deben Shares issuable on conversion of		5 1,421	1,421	1,421	*
Series 2 preferred stock Additional shares using ending ma			4,552	4,552	*
price instead of avg. market on method use of stock option pro	ceeds		15	8	*
Total			24,281		18,268
Net earnings per common share - fully diluted	\$	. 20	\$ .22	\$ .64 ======	\$ .60
* August 1147		======================================			

Anti-dilutive and accordingly not included in the computation

The schedule contains summary financial information extracted from the corporation's quarterly report to shareholders and is qualified in its entirety by reference to such financial statements.

1,000

```
9-M0S
       DEC-31-1995
          JAN-01-1995
            SEP-30-1995
                         3,169
                       0
                187,512
                  (2, 258)
                  201,806
            418,052
                       187,035
              (103,904)
              520,379
       222,397
                       76,475
                      18,398
              0
                   57,167
                   136,178
520,379
                      655,120
            657,935
                        486,592
                626,581
                 354
            6,392
               24,608
                   9,824
          14,784
                     0
                    0
                          0
                  14,784
                    . 65
                    . 64
```