

## Corporate Accounts

**Think Corporate Accounts. Think Kaman Industrial Technologies.**

**Kaman Industrial Technologies delivers proven strategic solutions for greater MRO efficiency and reliability.**

### **The Advantages to a Corporate Agreement**

- Managed Total Cost of Ownership (TCO)
- Transactional Efficiency (EDI, XML, KamanDirect)
- Product standardization
- Optimized supply chain
- Data Scrubbing / Custom catalogs
- Dedicated inventory / Critical Spares / Consignment
- Emergency 24-hour service
- Dedicated account management
- Firm price periods
- Leveraged buying power for consistent pricing across organization

### **More than just Parts in a Box**

- Inventory management
- Documented Savings™ program
- Energy and sustainability initiatives
- Product and industry specialists
- Maintenance and reliability capabilities
- Reporting of Key Performance Indicators (KPI)
- Warranty and repair
- OEM conversions
- Machine automation and control
- Manufacturing and process audits

### **Kaman Industrial Technologies**

1 Vision Way  
Bloomfield, CT 06002  
860.687.5000

### **Achieve Greater Profitability.**

Kaman Industrial Technologies develops Corporate Agreements designed to make our customers more competitive and profitable, helping them achieve true bottom-line results.

### **Why Choose Kaman Industrial Technologies?**

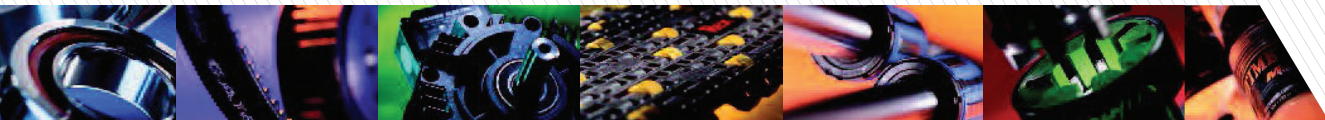
Our approach to corporate account management is tailored to suit the needs of each customer. By utilizing best-in-class business procedures, continuously evaluating our performance and bringing proven programs, services and supplier relationships to fruition in each unique situation, we're able to deliver significant cost reductions for our Corporate Account customers.

Kaman Industrial Technologies' programs stretch beyond the scope of a traditional product provider. Fueled with decades of experience and a spirit of innovation, we can offer customized solutions that may have never been realized.

### **Service beyond the Parts**

Kaman Industrial Technologies breaks further from the pack—offering the following proven processes, programs and services to achieve success:

- **Focused Implementations**—Special attention to assure long-term success of the agreement
- **Documented Savings™ Program**—Verifying, in writing, the value of application upgrades, reduced maintenance, increased productivity and more
- **Energy Initiatives**—Increase operating efficiency, decrease consumption
- **Analytical Services**—Storeroom surveys, energy and manufacturing audits and data cleansing
- **Product Related Services**—OEM conversions, product standardization and motor management
- **Customized Services**—Contract pricing, customer part numbering and bar coding
- **Maintenance & Reliability Services**—Maintenance assessments, vibration, infrared, ultrasonic
- **Shop Services**—Fabrication, assembly and repair shops for belt, gearing, linear, hose, fluid power, electrical and lubrication applications
- **Training Seminars**—Application, maintenance, product installation, safety and quality



Kaman Industrial Technologies breaks further from the pack offering the following proven brands for achieving success:

<b>Parker</b>	<b>Sumitomo</b> Drive Technologies	<b>REXNORD</b> our innovation moves	<b>BALDOR</b> A MEMBER OF THE ABB GROUP	<b>Lovejoy</b> couplings & misalignment products
<b>SKF</b>	<b>Fafnir</b>	<b>TIMKEN</b>	<b>Boston Gear</b>	<b>Warner</b>
<b>DRIVES</b> CHAIN BY TIMKEN	<b>HUB CITY</b>	<b>NSK</b>	<b>THOMSON</b> a member of the SKF group	<b>INA</b>
<b>Nidec</b> NIDEK MOTOR CORPORATION	<b>FALK</b>	<b>LUBRIPLATE</b> LUBRICANTS	<b>Martin</b>	<b>CONTROL TECHNIQUES</b>
<b>DODGE</b>	<b>DIAMOND</b> a TIMKEN brand	<b>TB Wood's</b>	<b>SEALMASTER</b>	<b>IR</b> Ingersoll Rand
<b>LOCTITE</b>	<b>ami Bearings</b> a TIMKEN brand	<b>GROVE GEAR</b>	<b>Continental</b>	<b>VALU GUIDE</b>
<b>SEW EURODRIVE</b>	<b>habasit</b>	<b>NTN</b>	<b>SENQIA</b> Chain & Building Solutions	<b>COOPER</b>
<b>LEESON</b>	<b>MCGILL</b>	<b>MOORE</b>	<b>KAYDON</b> an SKF Group brand	<b>Minarik DRIVES</b>
<b>THK</b>	<b>FAG</b>	<b>B</b>	<b>DEWALT</b>	<b>BISON</b> Gear & Engineering Corp.
<b>Browning</b>	<b>FLIR</b>	<b>DOW CORNING</b> a DOW BRAND	<b>FLEXCO</b> Partners in Productivity	<b>Jason Industrial Inc.</b>



## PRODUCT LINES



### BEARINGS

- BALL BEARINGS
- MOUNTED UNITS
- ROLLER BEARINGS
- SLEEVE BEARINGS
- SPECIAL & OTHERS



### POWER TRANSMISSION

- BELT DRIVES
- CHAIN DRIVES
- CLUTCHES & BRAKES
- COUPLINGS
- GEARS
- MECHANICAL ADJUSTABLE DRIVES
- SHEAVES/PULLEYS
- SPEED REDUCERS
- SPROCKETS



### ELECTRICAL & AUTOMATION

- AC DRIVES
- DC DRIVES
- CLUTCHES & BRAKES
- CONTROL PRODUCTS
- PERFORMANCE DRIVES
- AC MOTORS
- DC MOTORS
- ELECTRONIC REPAIR
- PERFORMANCE MOTORS
- SAFETY CONTROL



### MATERIAL HANDLING

- BELTING
- BULK HANDLINGS
- BULK CONVEYORS
- COMPONENTS
- EQUIPMENT
- FEEDERS
- UNIT CONVEYORS



### AUTOMATION & CONTROL

- BALL SCREWS & SPLINES
- BUSHINGS
- CARRIAGES
- RAILS - ROUND & PROFILE
- POWER & CONTROLS



### FLUID POWER

- AIR PREPARATION
- CYLINDERS
- HYDRAULICS
- LUBRICATION & FLUID TRANSFER
- MOTORS
- PNEUMATICS
- PUMPS
- VALVES



### MRO SUPPLIES

- ABRASIVES
- CHEMICALS
- CONDITION MONITORING EQUIPMENT
- CUTTING TOOLS
- HAND TOOLS
- MAINTENANCE TOOLS
- PARTS WASHERS
- PNEUMATIC TOOLS
- POWER TOOLS
- SAFETY PRODUCTS
- SAW BLADES
- SEALING & RETAINING
- SHOP SUPPLIES

# KAMAN

Industrial Technologies

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**OMNIA**  
PARTNERS