Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

## DOVER CORPORATION

(Exact name of registrant as specified in its charter)

280 Park Avenue, New York, NY
(Address of principal executive offices)

53-0257888
(I.R.S. Employer Identification No.)

Indicate by checkmark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months, and (2) has been subject to such filing requirements for the past 90 days. Yes /X/ No / /

The number of shares outstanding of the Registrant's common stock as of the close of the period covered by this report was $111,186,351$.

## Part. I. FINANCIAL INFORMATION

Net sales
Cost of sales

Gross profit
Selling \& administrative expenses
Operating profit
Other deductions (income):
Interest expense
Interest income
Foreign exchange
Gain on dispositions
All other, net
Total
Earnings before taxes on income Federal \& other taxes on income

Net earnings

Weighted average number of common shares outstanding during the period

Net earnings per common share
\$1,154, 011
758, 936

395, 075
238, 086
156, 989



================= \begin{tabular}{c}
111,961

 

113,798 <br>
\hline
\end{tabular}

\$1. 12
\$1, 023, 423
674,637

348, 786
204,635
144, 151

10,733
$(1,845)$
$(2,174)$
6,421
137,730

113,798
$\$ 0.78$

DOVER CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF EARNINGS Six Months Ended June 30,

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(000 omitted)
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|  | 1997 |  | 1996 |
| :---: | :---: | :---: | :---: |
| Net sales | \$2, 162, 792 | \$ | 2,022,896 |
| Cost of sales | 1,429,850 |  | 1,338,913 |
| Gross profit | 732,942 |  | 683,983 |
| Selling \& administrative expenses | 460,602 |  | 411, 380 |
| Operating profit | 272,340 |  | 272,603 |
| Other deductions (income): |  |  |  |
| Interest expense | 23, 027 |  | 22,259 |
| Interest income | $(5,859)$ |  | $(7,477)$ |
| Foreign exchange | $(7,103)$ |  | (603) |
| Gain on dispositions | $(32,171)$ |  | - |
| All other, net | $(10,653)$ |  | $(3,361)$ |
| Total | $(32,759)$ |  | 10,818 |
| Earnings before taxes on income | 305, 099 |  | 261, 785 |
| Federal \& other taxes on income | 101, 684 |  | 96,182 |
| Net earnings | 203,415 | \$ | 165,603 |
| Weighted average number of common shares outstanding during the period | 111,961 |  | 113,798 |
| Net earnings per common share | \$1.82 |  | \$1.46 |

CONSOLIDATED STATEMENTS OF RETAINED EARNINGS
Six Months Ended June 30,
(000 omitted)

Retained earnings at January 1
Net earnings

| $\$$ | $1,470,008$ |
| :---: | :---: |
| 203,415 | $\$$ |
| $\cdots-------\cdots$ | $1,152,187$ |
| 165,603 |  |
|  | $1,673,423$ |

Deduct:
Common stock cash dividends $\$ 0.34$ per share (\$0.30 in 1996)

Retained earnings at end of period
38,057
$===============$
\$ $================$

34,148
=================
\$ 1,283,642
$==============$

## DOVER CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS (000 omitted)

Assets:
Current assets:
Cash \& cash equivalents
Marketable securities
Receivables, net of allowance for doubtful accounts
Inventories
Prepaid expenses

Total current assets
Property, plant \& equipment (at cost)
Accumulated depreciation
Net property, plant \& equipment
Intangible assets, net of amortization
Other intangible assets
Deferred charges \& other assets

| \$ | 134, 944 | \$ | 199,955 |
| :---: | :---: | :---: | :---: |
|  | 19,527 |  | 17,839 |
|  | 835,146 |  | 715,495 |
|  | 527, 056 |  | 499,870 |
|  | 58,870 |  | 56,654 |
|  | 1,575,543 |  | 1,489,813 |
| $\begin{array}{r} 1,161,948 \\ (642,316) \end{array}$ |  |  | $\begin{array}{r} 1,106,981 \\ (612,048 \end{array}$ |
|  |  |  |  |
| 519,632 |  |  | 494,933 |
| 965,564 |  |  | 963, 182 |
| 10, 258 |  |  | 10,258 |
| 54,867 |  |  | 35,193 |
| \$ | 3,125,864 | \$ | 2,993,379 |

## Liabilities:

Current liabilities:
Notes payable

Current maturities of long-term debt
Accounts payable
Accrued compensation \& employee benefits
Accrued insurance

June 30, 1997
---------------

Dec 31, 1996

## Other accrued expenses

Income taxes

Total current liabilities
Long-term debt
Deferred taxes
Deferred compensation
Stockholders' equity:
Preferred stock
Common stock

\$ | 5 |
| ---: |
|  |
|  |
|  |
|  |
|  |
|  |
|  |
|  |
|  |
|  |
|  |

\$ 488,651
3,754
202,763
130,598
104, 916
206,992
1,430
1,139,104
252,955
54, 068
57,550

Additional paid-in surplus
Cummulative translation adjustments
Unrealized holding gains (losses)
Retained earnings
Subtotal
Less: treasury stock

117,140
116, 858
13, 818
1,900
3,663
1,470,008

| 1,753,458 | 1,606,247 |
| :---: | :---: |

116,545
-- 203,096
1,550,362
\$ 3, 125, 864
================
\$ $2,993,379$

# DOVER CORPORATION AND SUBSIDIARIES <br> CONSOLIDATED STATEMENTS OF CASH FLOWS <br> INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS Six Months Ended June 30, (000 omitted) 

Cash flows from operating activities:
Net income

\$ 165,603
Adjustments to reconcile net income to net cash
provided by operating activities:
Depreciation
49,599
40, 878
Amortization
Net increase (decrease) in deferred taxes
20, 825
19,577
$(10,577)$
820
3,005
(3,778)
$(3,169)$
$(32,171) \quad(2,602)$
$(23,966) \quad 2,101$
Increase (decrease) in deferred compensation
Gain on sale of business
$(59,786)$
22,438
Changes in assets \& liabilities (excluding acquisitions):
Decrease (increase) in accounts receivable
Decrease (increase) in inventories, excluding LIFO reserve
Decrease (increase) in prepaid expenses
$(8,451)$
$(28,327)$
Increase (decrease) in accounts payable
$(2,455)$
16,975
$(2,921)$
$(25,839)$
764
Increase (decrease) in federal \& other taxes on income
Total adjustments
Net cash provided by operating activities

Cash flows from (used in) investing activities:
Net sale (purchase) of marketable securities
Additions to property, plant \& equipment
$(1,688)$
$(62,027)$
$(25,982)$
$(16,544)$
$(2,515)$

Acquisitions, net of cash \& cash equivalents
Proceeds from sale of business
Purchase of treasury stock
Net cash from (used in) investing activities

Cash flows from (used in) financing activities:
Increase (decrease) in notes payable
Reduction of long-term debt
Proceeds from exercise of stock options
Cash dividends to stockholders
Net cash from (used in) financing activities

Net increase (decrease) in cash \& cash equivalents
Cash \& cash equivalents at beginning of period
Cash \& cash equivalents at end of period

43,369
$(34,417)$
$(205,727)$
$(107,877)$
---------------- ---------------

|  | 43,369 |  | $(34,417)$ |
| :---: | :---: | :---: | :---: |
|  | $(1,918)$ |  | $(6,041)$ |
|  | 5,164 |  | 3,836 |
|  | $(38,057)$ |  | $(34,148)$ |
|  | 8,558 |  | $(70,770)$ |
|  | $(65,011)$ |  | $(13,041)$ |
|  | 199,955 |  | 121,698 |
| \$ | 134,944 | \$ | 108,657 |

## DOVER CORPORATION

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
June 30, 1997

NOTE A - Basis of Presentation
The accompanying unaudited consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and therefore do not include all information and footnotes necessary for a fair presentation of financial position, results of operations, and cash flows in conformity with generally accepted accounting principles. In the opinion of the Company, all adjustments, consisting only of normal recurring items necessary for a fair presentation of the operating results have been made. The results of operations of any interim period are subject to year-end audit and adjustments, and are not necessarily indicative of the results of operations for the fiscal year.

NOTE B - Inventory
Inventories, by components, are summarized as follows:

|  | June 30, 1997 | Dec 31, 1996 |
| :---: | :---: | :---: |
| Raw materials | \$173,531 | \$165, 064 |
| Work in progress | 231, 012 | 219,729 |
| Finished goods | 169,114 | 160,858 |
| Total | 573,657 | 545,651 |
| Less LIFO reserve | 46,601 | 45,781 |
| Net amount per balance sheet | \$527, 056 | \$499, 870 |

NOTE C - Additional Information
For a more detailed understanding of the Company's financial position, operating results, business properties and other matters, reference is made to the Company's annual form $10-\mathrm{K}$ which was filed with the Securities and Exchange Commission in March 1997.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Material Changes In Consolidated Financial Condition:
The Company's liquidity increased modestly during the first half of 1997 as compared to the position at December 31, 1996.

Working capital increased from $\$ 350.7$ million at the end of last year to $\$ 359.1$ million at June 30, 1997. The $\$ 8.4$ million increase represents positive cash flow over and above dividends of $\$ 38.1$ million, $\$ 75.3$ million paid for acquisitions, and $\$ 86.5$ million treasury stock purchases during this six month period.

At June 30, 1997, net debt (defined as long-term debt plus current maturities on long-term debt plus notes payable less cash and equivalents and marketable securities) of $\$ 634.7$ million represented $29.0 \%$ of total capital. This compares with $26.2 \%$ at December 31, 1996.

Material Changes In Results Of Operations:
The Company earned $\$ 1.12$ per share in the quarter ended June 30, including a net special gain of $\$ .23$ per share, described below. Excluding this special item, earnings per share were $\$ .89$, an increase of $14 \%$ from the $\$ .78$ earned in the second quarter of the prior year. Sales of $\$ 1,154$ million set a quarterly record and were $13 \%$ above prior year second quarter.

The special item of $\$ .23$ per share represents a gain from the sale by Dover Elevator of its U.K. and German operations. Dover Elevator management determined that its operations in Europe, while successful, were too small in relation to the large and mature European elevator market to represent a strategic platform for growth. Consequently, they have been sold to Thyssen Industries. Dover believes that reinvestment of the cash proceeds, net of taxes, will offset the reduction of operating earnings resulting from the sale. The special item was $\$ 32.2$ million pretax, and is shown separately in Dover's market segment income statement to maintain comparability of segment earnings.

During the second quarter Dover invested $\$ 53$ million to repurchase 1 million shares of its common stock. This brought repurchases in 1997 to $\$ 86$ million for 1.6 million shares ( $1.4 \%$ of shares outstanding at the start of the year) at an average price of $\$ 53$ per share. Dover also invested $\$ 23$ million in two "add-on" acquisitions in addition to the $\$ 53$ million spent on acquisitions in the first quarter. Tranter purchased the Austrian distributor of one of its product lines and Pathway Bellows acquired Langbein \& Engelbracht (Germany), a producer of air pollution control systems, including incinerators for volatile organic compounds (voc's).

Four of Dover's five segments had higher earnings than last year. The sole decline, at Dover Diversified, reflected the previously forecast adverse comparison at its Belvac company. Earnings from Diversified's other eight businesses together increased more than $40 \%$.

Dover Technologies:
Dover Technologies achieved record profits with a gain of $38 \%$ over prior year on quarterly sales that topped $\$ 300$ million for the first time. Universal Instruments' shipments were $40 \%$ above prior year and its profits were even further ahead. The company was able to increase its production levels more than $40 \%$ above this year's first quarter rate, maintaining good customer service despite the surprisingly strong orders received during the first quarter. Second quarter orders did decline from the first quarter of 1997, but were still strong at $98 \%$ of shipments and $29 \%$ ahead of prior year. Everett Charles, acquired late in 1996, also made a strong contribution to Dover Technologies' profit comparisons due to higher than planned operating profits and reduced acquisition write-offs. DEK also had a strong quarter, with an earnings improvement of more than $\$ 3$ million from last year. Profits were down slightly in electronic components/subsystems as K\&L's successful penetration of the mobile telecom market almost offset Quadrant's decline from their record result last year. Profits at Imaje (continuous ink jet printing) also declined against last year's record quarter, with the decline magnified in Dover's U.S.\$ reporting by the fall in value of the French Franc. Technologies' overall bookings matched the first quarter level, were $1 \%$ above shipments, and $32 \%$ above prior year.

## Dover Industries:

Dover Industries achieved a 5\% gain in profit despite the absence of Dieterich Standard which was sold in the third quarter of last year. Most Industries' companies had improved sales and earnings including Heil Trailer, which now appears to have moved beyond the cyclical downswing in its industry during mid '95 to late '96. Four companies Groen, Randell, Davenport, and Texas Hydraulics, had earnings gains of more than $30 \%$, reflecting higher shipments and strong incremental margins that raised profitability. The only significant profit decline was at Heil Refuse, where bookings and shipments remain depressed due to capital spending cut-backs in the waste hauling industry. All Dover Industries' companies achieved double-digit margins in the quarter with almost half in excess of $20 \%$. While book-to-bill in this segment is not a strong indicator of future results, Industries did book above shipment levels and $12 \%$ more than last year (adjusted for Dieterich).

As noted above, the $20 \%$ ( $\$ 6.8$ million) profit decline at Dover Diversified was caused by a $\$ 12$ million decline at Belvac which had record financial results in the prior year's quarter when shipments of its "necking" machines peaked. Belvac has introduced new products and aggressively reduced costs to remain a solidly profitable, though smaller, company. Their second quarter bookings were $29 \%$ above last year but backlog is still well below this time last year...Five of Diversified's companies had earnings gains above 20\% Tranter, due to higher volume and improved margins in its domestic operations; Sargent Controls, due to gains in its aerospace bearing and hydraulic control products; Waukesha, due to strength in its specially engineered industrial bearings; and A-C Compressor and Mark Andy, where improved margins offset small shipment declines. Hill continued to struggle toward achieving better profitability. June's encouraging margins on strong production/shipments, and orders that are $17 \%$ above shipments year to date, should result in higher earnings during the second half of 1997. Diversified's orders were very strong during the second quarter; $12 \%$ above shipments and $34 \%$ above prior year.

## Dover Resources:

Dover Resources' profits rose $13 \%$ on a $17 \%$ sales increase to a record level. Midland, comparing to a boom period last year, and De-Sta-Co Manufacturing, facing a much more difficult automotive market, had significant declines (in percentage terms) that totaled $\$ 2.5$ million. Most of Resources' other businesses were ahead of last year in profits, and together up $25 \%$, with especially strong gains at Cook, Norris, and AOT which are seeing sales gains related to higher demand for gas and oil production equipment. Duncan, Petro Vend and De-Sta-Co Industries had substantial gains due to new products, better costs, and higher market penetration. Recently acquired Tulsa Winch and Hydro Systems continued to perform above operating expectations, and reduced acquisition costs permitted their first substantial contribution to Resources' reported earnings. Bookings at Resources were $7 \%$ below shipments in the quarter with most of the shortfall in June.

## Dover Elevator:

Dover Elevator International earned over $\$ 25$ million in a single quarter for the first time since the final quarter of 1990. Their profit gain of $13 \%$ on an $8 \%$ revenue increase was achieved in their North American operations where Dover Elevator International has focused its attention since its 1995 restructuring. Improved margins of $11.4 \%$ over-all, and higher in North America, reflect continued efforts at reducing field labor and factory costs, as well as a stronger market for hydraulic elevators. Bookings for new elevator work exceeded sales and were ahead of last year's second quarter by more than 15\%. Backlogs are up similarly compared to last year and to the beginning of 1997.

## Outlook:

Dover's earnings in the second quarter exceeded management's expectations, as did the level of bookings in the Technologies segment. Excluding the $\$ .23$ per share special gain, earnings were $9 \%$ ahead of the first half of last year. Dover believes its 1997 full-year percentage earnings gain could reach double digits (based on $\$ 3.01$ per share earned last year after excluding last year's special gain of \$.44.)

PART II. OTHER INFORMATION
Item 4. Submission of Matters to Vote of Security Holders
The Annual Meeting of Stockholders was held in Wilmington, Delaware on April 22,1997. Stockholders representing 97,825,777 shares of common stock, or approximately $87 \%$ of the outstanding stock, were present in person or by proxy.

All of the nominees for director, namely David H. Benson, Magalen 0. Bryant, Jean-Pierre M. Ergas, Roderick J. Fleming, John J. Fort, James J. Koley, John F. McNiff, Anthony J. Ormsby, Thomas L. Reece, and Gary L. Roubos were elected directors for a one year term, each receiving at least 97,114, 793 votes.

Item 6. Exhibits and Reports on Form 8-K
No report on Form 8-K was filed during the quarter for which this report is filed.

## 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.

## DOVER CORPORATION

Date: July 29, 1997

Date: July 29, 1997

S/S John F. McNiff

John F. McNiff, Vice President and Treasurer

S/S Alfred Suesser
Alfred Suesser, Controller and Assistant Treasurer

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    6-MOS
            DEC-31-1997
            APR-01-1997
            JUN-30-1997
                                    134,944
                    19,527
                    860,447
                        25,301
                527,056
        1,575,543
            1,161,948
            (642,316)
        3,125,864
1,216,478
                                    254,923
117,140
            0
                                    0
                                    1,433,222
3,125,864
                                    2,162,792
            2,162,792
            1,429,850
            1,890,452
            (7,103)
            0
            23,027
            305,099
                101,684
                    0
                    0
                    0
                    0
                    1.12
                    1.12
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