SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
FORM 10-Q
Quarterly Report Pursuant to Section 13 or 15(d) of
the Securities Exchange Act of 1934
For three months ended March 31, 1998
Commission File No. 1-4018 1-4018

DOVER CORPORATION
(Exact name of registrant as specified in its charter)

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

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

10017
(Zip Code)

Registrant's telephone number, including area code: (212) 922-1640
Indicate by checkmark 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, 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 $222,987,323$.

DOVER CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF EARNINGS Three Months Ended March 31, (000 omitted)

|  | UNAUDITED |  |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
| Net sales | \$1, 148, 584 | \$1, 008, 781 |
| Cost of sales | 752,450 | 670,914 |
| Gross profit | 396,134 | 337,867 |
| Selling \& administrative expenses | 253,408 | 222,516 |
| Operating profit | 142,726 | 115,351 |
| Other deductions (income): |  |  |
| Interest expense | 11,926 | 10,987 |
| Interest income | $(5,314)$ | $(4,056)$ |
| Foreign exchange | 1,499 | $(6,077)$ |
| All other, net | $(1,756)$ | $(6,139)$ |
| Total | 6,355 | $(5,285)$ |
| Earnings before taxes on earnings | 136,371 | 120,636 |
| Federal \& other taxes on earnings | 46,376 | 42,136 |
| Net earnings | \$ 89,995 | \$ 78,500 |
| Net earnings per common share <br> - Basic | \$0.40 | \$0.35 |
| - Diluted | \$0.40 | \$0.35 |
| Weighted average number of common shares outstanding during the period <br> - Basic | 222,775 | 225,128 |
| - Diluted | 224, 822 | 227, 082 |

## CONSOLIDATED STATEMENT OF COMPREHENSIVE EARNINGS Three Months Ended March 31, (000 omitted)

|  | UNAUDITED |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1998 |  | 1997 |  |
| Net earnings | \$ | 89,995 | \$ | 78,500 |
| Other comprehensive earnings, net of tax: |  |  |  |  |
| Foreign currency translation adjustments |  | $(1,344)$ |  | $(20,127)$ |
| Unrealized gains (losses) on securities: Unrealized holding (losses) gains arising during period |  | $(3,312)$ |  | $(1,535)$ |
| Less: reclassification adjustment for gains included in net earnings |  | 6 |  | 2 |
| Total unrealized gains (losses) on securities (tax 1,305 in 1998) |  | $(3,318)$ |  | $(1,537)$ |
| Other comprehensive earnings |  | $(4,662)$ |  | $(21,664)$ |
| Comprehensive earnings | \$ | 85,333 | \$ | 56,836 |

DOVER CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF RETAINED EARNINGS
Three Months Ended March 31, (000 omitted)

|  | UNAUDITED |  |  |
| :---: | :---: | :---: | :---: |
|  |  | 1998 | 1997 |
| Retained earnings at January 1 | \$ | 1,703,335 | \$ 1,470, 009 |
| Net earnings |  | 89,995 | 78,500 |
|  |  | 1,793,330 | 1,548,509 |
| Deduct: |  |  |  |
| Common stock cash dividends |  |  |  |
| \$ 0.095 per share (\$0.085 in 1997) |  | 21,175 | 19,161 |
| Retained earnings at end of period | \$ | 1,772,155 | \$ 1,529,348 |

DOVER CORPORATION AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET (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

Liabilities:
Current liabilities:
Notes payable
Current maturities of long-term debt
Accounts payable
Accrued compensation \& employee benefits
Accrued insurance
Other accrued expenses
Income taxes
Total current liabilities
Long-term debt
Deferred taxes
Deferred compensation
Stockholders' equity:
Preferred stock
Common stock
Additional paid-in surplus
Cumulative translation adjustments
Unrealized holding gains (losses)
Accumulated other comprehensive earnings
Retained earnings
Subtotal
Less: treasury stock

UNAUDITED
March 31, 1998
----------

## December 31,

 1997| \$ 106, 282 | 124,780 |
| :---: | :---: |
| 24,267 | 21,929 |
| 804,726 | 818,293 |
| 610,016 | 562,830 |
| 65,293 | 63,513 |
| 1,610,584 | 1,591,345 |
| 1,311,111 | 1,262,288 |
| $(724,410)$ | $(691,709)$ |
| 586,701 | 570,579 |
| 1,151,726 | 1,068,310 |
| 10,368 | 10,368 |
| 38,815 | 36,922 |
| \$ 3,398,194 | \$ 3,277,524 |
| ======== | ======= |


| \$ | 508,530 | \$ | 435,920 |
| :---: | :---: | :---: | :---: |
|  | 960 |  | 897 |
|  | 223,825 |  | 226,936 |
|  | 118,249 |  | 158,815 |
|  | 114,547 |  | 107,818 |
|  | 237,108 |  | 241,581 |
|  | 45,096 |  | 24,606 |
| 1,248, 315 |  |  | 1,196,573 |
| $\begin{array}{r} 261,647 \\ 44,604 \\ 69,181 \end{array}$ |  |  | 262,630 |
|  |  |  | 40,458 |
|  |  |  | 74,279 |
| $\begin{gathered} 234,927 \\ 7,972 \\ (39,239) \\ 2,472 \end{gathered}$ |  |  |  |
|  |  |  | 234,507 |
|  |  |  | 658 |
|  |  |  | $(37,895)$ |
|  |  |  | 5,790 |
| $(36,767)$ |  |  | $(32,105)$ |
| 1,772,155 |  |  | 1,703,336 |
| $\begin{array}{r} 1,978,287 \\ 203,840 \end{array}$ |  |  | 1,906,396 |
|  |  |  | 202,812 |
| 1,774,447 |  |  | 1,703,584 |
| $\$ 3,398,194$ |  |  | 3,277,524 |
|  |  |  | $======$ |


|  | UNAUDITED |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1998 |  | 1997 |
| Cash flows from operating activities: |  |  |  |  |
| Net earnings | \$ | 89,995 | \$ | 78,500 |
| Adjustments to reconcile net earnings to net |  |  |  |  |
| cash provided by operating activities: |  |  |  |  |
| Depreciation |  | 28,386 |  | 24,331 |
| Amortization |  | 12,604 |  | 10,425 |
| Net increase (decrease) in deferred taxes |  | 4, 066 |  | $(9,936)$ |
| Net increase (decrease) in LIFO reserves |  | 486 |  | 276 |
| Increase (decrease) in deferred compensation |  | $(5,098)$ |  | $(2,633)$ |
| Other, net |  | $(6,105)$ |  | $(13,605)$ |
| Changes in assets \& liabilities (excluding acquisitions): |  |  |  |  |
| Decrease (increase) in accounts receivable |  | 20,275 |  | 6,928 |
| Decrease (increase) in inventories, |  |  |  |  |
| Decrease (increase) in prepaid expenses |  | $(1,425)$ |  | $(2,044)$ |
| Increase (decrease) in accounts payable |  | $(6,656)$ |  | $(8,515)$ |
| Increase (decrease) in accrued expenses |  | $(40,939)$ |  | $(29,256)$ |
| Increase (decrease) in federal \& other taxes on income |  | 24,464 |  | 38,305 |
| Total adjustments |  | $(6,170)$ |  | 2,882 |
| Net cash provided by operating activities |  | 83,825 |  | 81,382 |
| Cash flows from (used in) investing activities: |  |  |  |  |
| Net sale (purchase) of marketable securities |  | $(2,339)$ |  | (369) |
| Additions to property, plant \& equipment |  | $(33,786)$ |  | $(27,377)$ |
| Acquisitions, net of cash \& cash equivalents |  | 117, 038) |  | $(46,563)$ |
| Purchase of treasury stock |  | $(1,028)$ |  | $(32,607)$ |
| Net cash from (used in) investing activities |  | $(154,191)$ |  | 106, 916 ) |
| Cash flows from (used in) financing activities: |  |  |  |  |
| Increase (decrease) in notes payable |  | 69,943 |  | $(44,485)$ |
| Reduction of long-term debt |  | $(1,062)$ |  | $(1,522)$ |
| Proceeds from exercise of stock options |  | 4,161 |  | 4,113 |
| Cash dividends to stockholders |  | $(21,175)$ |  | $(19,161)$ |
| Net cash from (used in) financing activities |  | 51,867 |  | $(61,055)$ |
| Net increase (decrease) in cash \& cash equivalents |  | $(18,499)$ |  | $(86,589)$ |
| Cash \& cash equivalents at beginning of period |  | 124,781 |  | 199,955 |
| Cash \& cash equivalents at end of period |  | 106, 282 |  | 113,366 |

DOVER CORPORATION<br>NOTES TO CONSOLIDATED FINANCIAL STATEMENTS<br>March 31, 1998

## 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 changes in financial position 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 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 :

|  |  | $\begin{aligned} & \text { rch 31, } \\ & 1998 \end{aligned}$ | $\begin{gathered} \text { December 31, } \\ 1997 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Raw materials | \$ | 246,009 | \$ | 228,128 |
| Work in progress |  | 209,879 |  | 194,638 |
| Finished goods |  | 201,011 |  | 186,462 |
| Total |  | 656,899 |  | 609,228 |
| Less LIFO reserve |  | 46,883 |  | 46,398 |
| Net amount per balance sheet | \$ | 610,016 |  | 562,830 |

NOTE C - Accumulated other Comprehensive Earnings
In June 1997, the Financial Accounting Standards Board issued Statement Financial Accounting Standards No. 130, "Reporting Comprehensive Income". This statement is effective for financial statements issued for periods beginning after December 15, 1997, including interim periods. This new statement requires that more detail, on certain balance sheet information (cumulating translation adjustments and unrealized holding gains), be included in two separate disclosures. a) Consolidated statement of comprehensive earnings included with financial statements. b) Accumulated other comprehensive earnings by components reconciled from beginning of period to the end (see below). More information on these items can be found in the 1997 Annual Report footnotes 1. A. and J.

Accumulated other comprehensive earnings, by components are summarized as follows:

|  | UNAUDITED | (000 omitte |  |
| :---: | :---: | :---: | :---: |
|  | Accumulated Other Comprehensive Earnings (losses) | Cumulative Translation Adjustments | ```Unrealized Holding Gains (losses)``` |
| Beginning balance | \$ $(32,105)$ | \$ (37, 895) | \$ 5,790 |
| Current-period change | $(4,662)$ | $(1,344)$ | $(3,318)$ |
| Ending balance | \$ $(36,767)$ | \$ $(39,239)$ | \$ 2,472 |

For a more adequate understanding of the Company's financial position operating results, business properties and other matters, reference is made to the Company's Annual Report on Form $10-\mathrm{K}$ which was filed with the Securities and Exchange Commission on March 30, 1998.

Net earnings as reported was used in computing both basic EPS and diluted EPS without further adjustment. The Company does not have a complex capital structure; accordingly, the entire difference between basic weighted average shares and diluted weighted average shares results from assumed stock option exercise. The diluted EPS computation was made using the treasury stock method.

## Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS

 OF OPERATIONS
## (1) MATERIAL CHANGES IN CONSOLIDATED FINANCIAL CONDITION:

The Company's liquidity decreased during the first quarter of 1998 as compared to the position at December 31, 1997. First quarter acquisitions, amounting to $\$ 120$ million, was the principal reason for this decrease.

Working capital decreased from $\$ 394.8$ million at the end of last year to \$362.3 million at March 31, 1998

At March 31, 1998, 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 $\$ 640.6$ million represented $26.5 \%$ of total capital. This compares with $24.5 \%$ at December 31, 1997.
(2) MATERIAL CHANGES IN RESULTS OF OPERATIONS:

The Company earned $\$ .40$ per share in its first quarter ended March 31, 1998, a $14 \%$ increase from $\$ .35$ per share earned in last year's first quarter. Both per share figures reflect Dover's 2 for 1 stock split in 1997 and are on a diluted basis. The 1997 earnings included $\$ 9.6$ million pre-tax, equal to $\$ .03$ per share, from non-recurring currency gains and a license sale, (all in the Technologies segment) as reported last year.

During the first quarter Dover completed five acquisitions, investing \$120 million. Dover is involved in active discussion with other companies and hopes to conclude additional acquisitions during 1998. On March 18th, Dover filed a shelf registration with the S.E.C. for $\$ 350$ million of debt securities. The Company has not announced specific plans for issuance of these securities.

The largest of the five acquisitions in the first quarter were Quartzdyne (now a part of the Resources segment) and Wiseco (now part of Diversified). Quartzdyne (Salt Lake City, Utah) makes highly specialized quartz pressure transducers whose principal use is in oil/gas drilling. Wiseco (Mentor, Ohio) designs and manufacturers high performance pistons for racing cars, motorcycles, power boats, and other such applications where engine power/efficiency are critical. Three Dover companies...Heil Tank Trailer, Tranter and Dover Elevator - -- made small acquisitions to expand their product lines and/or geographical scope. These five acquisitions had no impact on first quarter EPS but should add to earnings later in the year after high, initial, acquisition premium write-offs have been absorbed.

The gain in Dover's first quarter earnings was driven by strength in the Industries, Resources and Diversified segments. Sales of their almost 40 individual "niche-market" businesses are heavily concentrated in North America and Europe, where strong economies are fueling demand for specialty machinery and precision components. Each of these segments had a profit gain of more than $20 \%$ with a combined increase of $28 \%$. Of the 36 individual niche businesses owned last year, 24 showed profit gains with 16 up more than $30 \%$.

In Dover Industries (earnings up $22 \%$ on a $14 \%$ sales gain), the largest increases were at Heil Tank Trailer, whose largely U.S. market has strengthened significantly during the past 6 months raising backlog to more than double a year ago; and at Heil Environmental, which achieved significant operating margin leverage as shipments improved more than 15\%. Bookings and backlog are strong here as well, due to better penetration of the independent waste hauler market and improved spending by large national accounts.

## Dover Resources:

At Dover Resources (earnings up $29 \%$ on a $13 \%$ sales gain), the largest increase was achieved by OPW Fueling Components, reflecting stronger demand by gasoline retailers for its vapor recovery, environmental, and safety products as well as improved margins. All companies involved in fluid transfer (pumps, valves, loading/unloading equipment and safety devices) had a strong quarter. In oil/gas related areas, the addition of Quartzdyne offset modest declines at Norris, Norriseal, and AOT. Duncan continued to benefit from its technological superiority in electronic parking meters as sales were almost double last year, bookings were strong, and quarterly earnings set a record.

Dover Diversified:
Diversified's 35\% earnings gain on a 31\% sales increase reflects both substantial internal earnings growth and above normal sales growth due to acquisitions. Both Tranter and Hill Phoenix had good year-over-year sales growth, which they leveraged into even stronger earnings gains. Other businesses owned in last year's first quarter had mixed results, yielding an overall $21 \%$ earnings gain on an 11\% sales increase for last year's Q1 companies. The acquisitions of Wiseco, SWF and 4 other "add-on" companies since Q1 of 1997 provided 20 points of the $31 \%$ segment sales gain, but added less than $\$ 3$ million to earnings due to acquisition premium write-offs.

## Dover Elevator:

Dover Elevator contributed a 5\% earnings gain on nearly flat sales, reflecting continued improvement in North America and the sale last year of its European operations. Their pretax margin of $11.5 \%$ is believed by Dover to be the best of any major elevator company. New elevator bookings in the U.S. and Canada rose $11 \%$ from last year with March very strong. Transfer of manufacturing activities from the company's oldest plant to new facilities and the implementation of a new SAP computer system are both proceeding as planned. Elevator continues to expect a record year in 1998.

Dover Technologies:
Dover Technologies sales increased 15\% while its profits either fell 8\% or rose $25 \%$, depending on one's view of the $\$ 9.6$ million of special gains included last year's results. The sales gain was driven by Everett Charles' internal growth and add-on acquisitions, by Soltec's acquisition of Vitronics, and by market share gains at DEK, whose new equipment has been very well received. Imaje and the components companies achieved modest sales and earnings gains.

Profits at Universal were ahead of last year (adjusted for last year's \$4 million of license income) on a $2 \%$ shipment gain, but were well below the levels achieved in last year's second, third and fourth quarters. Improved March bookings put Universal's book-to-bill for the quarter at 1.06, but at a level 28\% below last year in total dollars. Technologies' overall book-to-bill was 1.04. Spending within the electronics industry for capital equipment continues to be depressed and Dover does not believe that the seasonally strong March bookings signal an upturn. Present conditions will not allow this segment to match last year's \$195 million of earnings, but improvement from the first quarter profit rate is likely as the year progresses.

Outlook:
Thomas L. Reece, Dover's President and CEO, said "The first quarter was in line with what we have been expecting -- substantial earnings rotation in 1998, with strength switching to our industrial machinery and components companies in the Industries, Resources and Diversified segments. We continue to hope for double-digit EPS growth in 1998, but obviously must improve from where we are to reach this level."

## PART II OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K
(27) Financial Data Schedule. (EDGAR filing only)

Includes amended Financial Data Schedules for periods September 30, 1997, June 30, 1997, December 31, 1996, and September 30, 1996 for restatement of Diluted earning per share. Diluted earnings per share were restated to reflect implementation of SFAS No. 128. Amended Financial Data Schedules also reflect the Dover Corporation 2 for 1 stock split dated November 6, 1997 for Primary (Basic) and Diluted earnings per share amounts.

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: April 29, 1998

Date: April 29, 1998
/s/ John F. McNiff
---------------
John F. McNiff, Vice President and Treasurer
/s/ Alfred Suesser
-----------------
Alfred Suesser, Controller and Assistant Treasurer

```
    3-MOS
    DEC-31-1998
        JAN-01-1998
            MAR-31-1998
                                    106,282
                                    24,267
                    832,684
                                    27,958
                610,016
        1,610,584
                    1,311,111
            (724,410)
            3,398,194
1,248,315
                                    261,647
                                    234,927
            0
```



```
                            1,539,520
3,398,194
                                    1,148,584
1,148,584
                                    752,450
            1,005,858
                    257
                0
            11,926
                                    136,371
                                    46,376
89,995
                                    0
                                    0
                                    89,995
                                    0.40
                                    0.40
```



This Schedule contains summary financial information extracted from the Dover Corporation Annual Report to stockholders for the fiscal year ended December 31, 1996, and is qualified in its entirety by reference to such financial statements.

1000


