

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 Nine months ended September 30, 1995

Commission File No. 1-4018

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

Delaware  
(State of Incorporation)

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

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

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 ☒ No ☐

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The number of shares outstanding of the Registrant's common stock as of the close of the period covered by this report was 113,577,531.

Part. I. FINANCIAL INFORMATION

Item 1. Financial Statements

DOVER CORPORATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF EARNINGS  
Three Months Ended September 30, 1995 and 1994

(000 omitted)

	1995	1994
	-----	-----
Net sales	\$934,543	\$804,460
Cost of sales	644,924	559,232
	-----	-----
Gross profit	289,619	245,228
Selling & administrative expenses	177,111	157,149
	-----	-----
Operating profit	112,508	88,079
	-----	-----
Other deductions (income):		
Interest expense	9,559	9,911
Interest income	(5,024)	(3,164)
Foreign exchange	(33)	547
All other, net	4,811	1,193
	-----	-----
Total	9,313	8,487
	-----	-----
Earnings before taxes on income	103,195	79,592
Federal & other taxes on income	32,047	27,722
	-----	-----
Net earnings	\$ 71,148	\$ 51,870

	=====	=====
Weighted average number of common shares outstanding during the period *	113,399	114,409
	=====	=====
Net earnings per common share *	\$ 0.63	\$ 0.45
	=====	=====

\* Adjusted to give retroactive effect to the September 1995 two for one stock split.

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DOVER CORPORATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF EARNINGS  
Nine Months Ended September 30, 1995 and 1994

(000 omitted)

	1995	1994
	----	----
Net sales	\$2,736,836	\$2,246,411
Cost of sales	1,874,145	1,552,355
	-----	-----
Gross profit	862,691	694,056
Selling & administrative expenses	533,193	450,649
	-----	-----
Operating profit	329,498	243,407
	-----	-----
Other deductions (income):		
Interest expense	27,101	25,029
Interest income	(15,093)	(12,857)
Foreign exchange	(114)	828
All other, net	1,541	1,374
	-----	-----
Total	13,435	14,374
	-----	-----
Earnings before taxes on income	316,063	229,033
Federal & other taxes on income	106,224	82,150
	-----	-----
Net earnings	\$ 209,839	\$ 146,883
	=====	=====
Weighted average number of common shares outstanding during the period*	113,399	114,409
	=====	=====
Net earnings per common share*	\$ 1.85	\$ 1.28
	=====	=====

\*Adjusted to give retroactive effect to the September 1995 two for one stock split.

CONSOLIDATED STATEMENTS OF RETAINED EARNINGS  
Nine Months Ended September 30, 1995 and 1994

(000 omitted)

	1995	1994
	----	----
Retained earnings at January 1	\$1,268,114	\$1,121,817
Net earnings	209,839	146,883
	-----	-----
	1,477,953	1,268,700
Deduct:		
Common stock cash dividends		
\$0.41 per share (\$0.36 in 1994)	46,502	41,178
Treasury stock retired	273,900	--
Stock split (2 for 1)	56,793	--
	-----	-----
Retained earnings at end of period	\$1,100,758	\$1,227,522

=====                      =====

DOVER CORPORATION AND SUBSIDIARIES  
CONSOLIDATED BALANCE SHEETS  
(000 omitted)

	September 30, 1995	December 31, 1994
	-----	-----
Assets:		
Current assets:		
Cash & cash equivalents	\$ 93,216	\$ 90,304
Marketable securities at market	66,938	54,583
Receivables (less allowance for doubtful accounts of \$18,833 at 9/30/95, \$14,326 at 12/31/94)	661,353	576,628
Inventories at cost (determined principally on the last-in, first-out basis, which is less than market value)	440,439	364,604
Prepaid expenses	52,294	47,020
	-----	-----
Total current assets	1,314,240	1,133,139
	-----	-----
Property, plant & equipment (at cost)	909,971	812,175
Accumulated depreciation	(517,782)	(469,490)
	-----	-----
Net property, plant & equipment	392,189	342,685
	-----	-----
Intangible assets, net of amortization	813,054	564,420
Other intangible assets	10,258	10,258
Other assets & deferred charges	27,929	20,135
	-----	-----
	\$2,557,670	\$2,070,637
	=====	=====
Liabilities:		
Current liabilities:		
Notes payable	\$ 497,315	\$ 263,605
Current maturities of long-term debt	297	455
Accounts payable	160,241	155,186
Accrued compensation & employee benefits	102,239	88,235
Accrued insurance	102,810	98,712
Other accrued expenses	198,273	147,585
Income taxes	6,768	18,445
	-----	-----
Total current liabilities	1,067,943	772,223
Long-term debt	252,208	253,587
Deferred taxes	8,282	2,545
Deferred compensation	54,114	46,423
Stockholders' equity:		
Preferred stock	--	--
Common stock	116,467	66,441
Additional paid-in surplus	4,529	17,676
Cumulative translation adjustments	4,346	(8,206)
Unrealized holding gains (losses)	2,618	(550)
Retained earnings	1,100,758	1,268,114
	-----	-----
Subtotal	1,228,718	1,343,475
Less: treasury stock at cost, 2,889 shares at 9/30/95 (9,711 shares at 12/31/94)	53,595	347,616
	-----	-----
	1,175,123	995,859
	-----	-----
	\$2,557,670	\$2,070,637
	=====	=====

DOVER CORPORATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS  
Nine Months Ended September 30, 1995 and 1994  
(000 omitted)

	1995	1994
	-----	-----
Cash flows from operating activities:		
Net income	\$ 209,839	\$ 146,883
	-----	-----
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	50,928	41,818
Amortization	26,677	27,781
Net increase (decrease) in deferred taxes	3,553	(3,514)
Net increase (decrease) in LIFO reserves	2,755	148
Increase (decrease) in deferred compensation	6,119	7,519
Other, net	2,672	6,573
Changes in assets & liabilities (excluding acquisitions):		
Decrease (increase) in accounts receivable	(74,890)	(39,086)
Decrease (increase) in inventories, excluding LIFO reserve	(53,520)	(19,182)
Decrease (increase) in prepaid expenses	(4,298)	(2,382)
Increase (decrease) in accounts payable	1,721	(6,216)
Increase (decrease) in accrued expenses	51,206	47,230
Increase (decrease) in federal & other taxes on income	(12,116)	3,413
	-----	-----
Total adjustments	807	64,102
	-----	-----
Net cash provided by operating activities	210,646	210,985
	-----	-----
Cash flows from (used in) investing activities:		
Net sale (purchase) of marketable securities	(12,355)	(20,571)
Additions to property, plant & equipment	(71,269)	(55,256)
Acquisitions, net of cash & cash equivalents	(304,569)	(182,615)
Proceeds from sale of business	5,000	--
Purchase of treasury stock	(8,873)	(105)
	-----	-----
Net cash from (used in) investing activities	(392,066)	(258,547)
	-----	-----
Cash flows from (used in) financing activities:		
Increase (decrease) in notes payable	233,710	109,229
Reduction of long-term debt	(5,037)	7,950
Proceeds from exercise of stock options	2,161	1,867
Cash dividends to stockholders	(46,502)	(41,178)
	-----	-----
Net cash from (used in) financing activities	184,332	77,868
	-----	-----
Net increase (decrease) in cash & cash equivalents	2,912	30,306
Cash & cash equivalents at beginning of period	90,304	63,685
	-----	-----
Cash & cash equivalents at end of period	\$ 93,216	\$ 93,991
	=====	=====

DOVER CORPORATION  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
SEPTEMBER 30, 1995

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 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 calendar year.

NOTE B - Inventory

Inventories, by components, are summarized as follows: (000's)

	SEPTEMBER 30, 1995 ----	DECEMBER 31, 1994 ----
Raw materials	\$140,465	\$116,829
Work in progress	198,588	167,251
Finished goods	145,308	121,828
	-----	-----
Total	484,361	405,908
Less LIFO reserve	43,922	41,304
	-----	-----
Net amount per balance sheet	\$440,439 =====	\$364,604 =====

#### NOTE C - Material Business Acquisition

The following table summarizes, on a pro forma (unaudited) basis, the estimated results of operations as if the Image acquisition (which closed on September 29, 1995) had taken place at the beginning of 1994, with appropriate adjustment for interest, depreciation, inventory charges, amortization and income taxes (in thousands except for per share figures).

	NINE MONTHS ENDED SEPTEMBER 30 -----	
	1995 ----	1994 ----
Net sales	\$2,860,330	\$2,350,039
Net earnings	218,265	144,897
Earnings per share	\$ 1.92	\$ 1.27

#### NOTE D - Additional Information

For a more comprehensive discussion 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-K which was filed with the Securities and Exchange Commission in March 1995.

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#### 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 nine months of 1995 as compared to the position at December 31, 1994.

Working capital decreased from \$360.9 million at the end of last year to \$246.3 million at September 30, 1995. The \$114.6 million decrease represents positive cash flow during 1995 net of \$302 million paid for acquisitions.

At September 30, 1995, net debt (defined as long-term debt plus current maturities on long-term debt plus notes payable less cash and equivalents and marketable securities) amounted to \$590 million representing 33% of total capital. This compares with 27% at December 31, 1994.

##### (2) MATERIAL CHANGES IN RESULTS OF OPERATIONS:

The Company earned \$.63 per share in the quarter ended September 30, up 40% from \$.45 earned in the year earlier period. The earnings per share figures are

adjusted retroactively for a 2 for 1 stock split that was distributed on September 15 to stockholders of record on August 31. Sales of \$935 million gained 16% from last year's third quarter.

The 1995 third quarter results included two non-recurring items--a \$15 million pre-tax provision for costs to close an elevator manufacturing facility (included in the Dover Elevator International segment) and a gain of \$9.5 million from settlement of contract claims on a government program (included in the Dover Diversified segment). The net effect of these items was to reduce pre-tax profit by \$5.5 million and earnings per share by \$.03 per share.

For the nine months Dover's earnings per share of \$1.85 was up 45% from the \$1.28 reported in the first nine months of 1994. Sales of \$2.7 billion increased 22%. The 1995 nine month sales and earnings per share were new records for Dover, topping the record results reported last year.

During the third quarter, Dover split its stock 2 for 1, raised its dividend to an annual rate of \$.60 per post-split share, and completed its previously announced acquisition of Imaje S.A. for an economic cost of \$205 million. This brought Dover's acquisition spending to \$302 million for the first nine months of the year. Some further acquisition activity is expected in the fourth quarter, possibly leading to a new annual record. Dover's previous record for acquisition spending was \$321 million in 1993. The 1995 acquisitions will modestly dilute current year earnings, due to acquisition write-offs and interest expense, but should contribute strongly to 1996.

Four of Dover's 5 market segments had higher operating income in the third quarter, excluding the 2 non-recurring items. Dover Technologies gained 59%, Dover Diversified 47%, Dover Elevator 40%, and Dover Industries 25%. Dover Resources had a modest decline of 5%. Year-to-date operating income is ahead of prior year in all 5 segments.

#### DOVER TECHNOLOGIES

Technologies was again Dover's largest segment in terms of earnings, aided by continued strong sales and earnings comparisons at Universal Instruments. Almost all of Technologies' \$12.3 million profit increase was achieved by Universal, which also provided about two-thirds of Technologies' total sales and a higher percentage of earnings. Four of Dover Technologies' other 6 businesses also achieved sales and earnings gains. Universal's shipments and profit levels reflected their large order backlog at June 30, 1995 and included a favorable mix of thru-hole products which carry higher margins than more rapidly growing surface mount equipment. Universal's book-to-bill ratio in the quarter was .85 with most of the imbalance in thru-hole, where the market has turned decidedly weaker. Total orders were 16% above last year. Capacity additions continue to be made for surface mount products and Universal plans to introduce several new models of its successful GSM line in the December-January timeframe. Technologies' overall book-to-bill was .95 as all companies except Universal had ratios above 1.0. Backlog at September 30 was 36% higher than last year (19% higher at Universal). The Imaje acquisition, while dilutive to Dover on

an after-tax basis, should favorably affect Technologies' fourth quarter pretax, pre-interest segment reporting. Comparisons to fourth quarter of 1994 will be very strong but earnings may decrease from the level of this year's third quarter. The outlook for 1996 is quite positive, largely due to the expected favorable impact of Imaje.

#### DOVER INDUSTRIES

Dover Industries achieved a 10% sales increase in the third quarter--a smaller gain than in the first half of the year (which was up 20%)--but the pattern of earnings gains in excess of sales gains continued, with profit growth of 25% compared to last year. Heil, Marathon, Davenport, and Texas Hydraulics all had profit growth in excess of 25% as 7 of Industries' 12 companies posted earnings gains. Auto service equipment (Rotary and Chief) and commercial restaurant equipment (Groen and Randell) had weaker sales and earnings as a result of the softness in the U.S. economy earlier this year. However, incoming orders at these four businesses in the third quarter were very close to last year and three had higher orders than sales. Heil's tank trailer orders were

much lower than in the 1994 third quarter, which was a particularly strong period, reducing Heil's total backlog to 95% of last year's level. Absent the tank trailer decline, overall Dover Industries' orders were up 2% from 1994.

#### DOVER ELEVATOR INTERNATIONAL

Dover Elevator International recorded its strongest quarterly operating profit (\$16,995,000) in more than three years, representing a gain of 40% from a disappointing third quarter last year. Last year's third quarter reflected problems at General Elevator which recorded a loss compared to a profit this year. In this year's third quarter, Dover Elevator International established a \$15 million provision for cash costs and property carrying value write-downs associated with a decision to close manufacturing operations in Canada. Dover will continue its market-leading elevator sales and construction and service operations in Canada while consolidating production in existing facilities in the United States. Profit improvement in excess of \$5 million per year is expected from these actions beginning in 1996.

Nigel Davis, President of Dover Elevator International's Hammond and Champness subsidiary in the UK since 1986, was appointed Executive Vice President-Chief Operating Officer of Dover Elevator International during the third quarter. In October, John Apple, who will remain as a Vice President of Dover Corporation, resigned as Chief Executive of Dover Elevator International. Mr. Apple spent his entire business career--spanning more than 35 years--with Dover Elevator and its associated companies. He was a key factor in the growth of this business from an internal product line start-up to its current position as the leading North American elevator company (although he would be first to acknowledge that Otis still deserves the leadership title on a worldwide basis). Further changes in operating management have been made in North America reflecting Dover's intention to conduct operations here in a more unitary fashion. This shift in focus is intended to bring customers everywhere in North America the very best practices and services developed anywhere within Dover's elevator businesses.

#### DOVER RESOURCES

The Dover Resources' market segment had a 5% decline in third quarter earnings but remained 9% ahead of last year for the 9 months. Lower sales of vapor recovery products at Blackmer and OPW were the primary factor, reflecting weaker market conditions in this product area after very strong growth in recent years. Seven of Dover Resources' 16 companies achieved earnings gains in the quarter, led by Norris Sucker Rods, Ronningen-Petter, and Midland. De-Sta-Co continued to post sales increases but margins dropped due to sales mix and higher-than-normal costs in its Detroit facilities. A temporary shortage of skilled labor has resulted in excessive overtime, higher turnover, and increased training costs. Third quarter total bookings in Dover Resources were only 2% above last year; however, September was an encouraging month with orders 13% ahead of last year and backlog at September 30th 15% above the 1994 level.

#### DOVER DIVERSIFIED

Profits at Dover Diversified for the third quarter rose 47% compared to last year, excluding the contract settlement contribution of \$9.5 million. The operating improvement was primarily due to strong gains at Belvac (beverage can making equipment) and Tranter (heat transfer products). Belvac's orders were (finally) less than shipments but their backlog equals more than a year's sales at third quarter production levels. Tranter had a book-to-bill ratio of 1.04 and enters the fourth quarter with backlog 65% higher than last year. Overall operating margins continued below normal for Dover Diversified because of disappointing profit levels at Hill Phoenix and A-C Compressor, whose combined third quarter sales exceeded \$70 million. Hill is struggling with the start-up costs of its new plant in Virginia and the closing of its old facility as well as the initially expensive impact of a newly-introduced product line. A-C has found some of the projects in its very large backlog more difficult and costly to produce than expected. Newly acquired Mark Andy (flexographic printing equipment) completed a successful initial quarter as part of Dover with sales and earnings above prior year. Diversified's third quarter bookings were slightly below sales, but September 30 backlog is 37% higher than last year (30% excluding the impact of Mark Andy). Diversified has substantial internal growth

and profit improvement opportunities that should lead to a strong fourth quarter and an excellent 1996 year.

#### OUTLOOK

Commenting on third quarter results, Thomas L. Reece, Dover's President and CEO, said, "As expected, we began to see some impact from the U.S. economic slow-down in our third quarter results. There is some evidence that this was temporary and will be followed by renewed, if more modest, economic growth. That being the case, Dover will have a strong year in 1996 as well as the strong finish to 1995 that we are confident of achieving."

#### PART II. OTHER INFORMATION

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

A Form 8-K dated August 7, 1995 was filed on August 11, 1995 (and subsequently amended on August 17, 1995 to incorporate an exhibit) regarding the change in principal accountants to audit the Company's financial statements for the calendar year ending December 31, 1995.

A Form 8-K dated September 29, 1995 was filed on October 16, 1995 (and subsequently amended on October 25, 1995) regarding the acquisition of Imaje, S.A.

#### 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: October 25, 1995  
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/s/ John F. McNiff  
-----

John F. McNiff, Vice President and  
Treasurer

Date: October 25, 1995  
-----

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

#### EXHIBIT INDEX

Exhibit 27 - Financial Data Schedule



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