

The number of shares outstanding of the Registrant's common stock as of the close of the period covered by this report was 56,702,974.

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Part. I. FINANCIAL INFORMATION
Item 1. Financial Statements
DOVER CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF EARNINGS
Three Months Ended June 30, 1995 and 1994 (000 omitted)

|  | 1995 | 1994 |
| :---: | :---: | :---: |
| Net sales | \$948,164 | \$761,225 |
| Cost of sales | 645,128 | 523,329 |
| Gross profit | 303,036 | 237,896 |
| Selling \& administrative expenses | 180,080 | 151,009 |
| Operating profit | 122,956 | 86,887 |
| Other deductions (income): |  |  |
| Interest expense | 8,688 | 8,538 |
| Interest income | $(3,853)$ | $(3,068)$ |
| Foreign exchange | (477) | 308 |
| All other, net | $(2,251)$ | (341) |
| Total | 2,107 | 5,437 |
| Earnings before taxes on income | 120,849 | 81,450 |
| Federal \& other taxes on income | 41,957 | 29,010 |
| Net earnings | \$ 78,892 | \$ 52,440 |



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> DOVER CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF EARNINGS Six Months Ended June 30,1995 and 1994 (000 omitted)

|  | 1995 | 1994 |
| :---: | :---: | :---: |
| Net sales | \$1,802,293 | \$1,441,952 |
| Cost of sales | 1,229,221 | 993,124 |
| Gross profit | 573,072 | 448,828 |
| Selling \& administrative expenses | 356,082 | 293,500 |
| Operating profit | 216,990 | 155,328 |
| Other deductions (income): |  |  |
| Interest expense | 17,542 | 15,118 |
| Interest income | $(10,069)$ | $(9,693)$ |
| Foreign exchange | (81) | 281 |
| All other, net | $(3,270)$ | 181 |
| Total | 4,122 | 5,887 |
| Earnings before taxes on income | 212,868 | 149,441 |
| Federal \& other taxes on income | 74,177 | 54,428 |
| Net earnings | \$ 138,691 | \$ 95,013 |
| Weighted average number of common shares outstanding during the period | 56,688 | 57,195 |
| Net earnings per common share | \$ 2.45 | \$ 1.66 |


| 1995 | 1994 |
| :---: | :---: |
| \$1,268,115 | \$1,121,817 |
| 138,691 | 95,013 |
| 1,406,806 | 1,216,830 |

Deduct:

> Common stock cash dividends $\quad \$ 0.52$ per share $(\$ 0.46$ in 1994)
> Treasury stock retired
29,482
273,902
$-------103,422$
$\$ 1,10======$
$====$
\$1,103,422
-----------
\$1,190,516
Retained earnings at end of period

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 at cost (determined principally on the last-in, first-out basis, which is less than market value)
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
June 30,
1995
December $31, ~$
1994 1995 1994 ----------

| 80,643 | 90,304 |
| :---: | :---: |
| 63,680 | 54,583 |
| 664,295 | 576,628 |
| 424,857 | 364,604 |
| 50,134 | 47,020 |
| 1,283,609 | 1,133,139 |
| 881,395 | 812,175 |
| $(504,383)$ | $(469,490)$ |
| 377,012 | 342,685 |
| 597,470 | 564,420 |
| 10,258 | 10,258 |
| 55,676 | 20,135 |
| \$2,324,025 | \$2,070,637 |

Liabilities:
Current liabilities:
Notes payable
\$ 329,003
\$ 263,605

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

| 298 | 455 |
| :---: | :---: |
| 160,842 | 155,186 |
| 88,382 | 88,235 |
| 104,185 | 98,712 |
| 184,145 | 147,585 |
| 29,893 | 18,445 |
| 896,748 | 772,223 |
| 256,103 | 253,587 |
| 1,859 | 2,545 |
| 50,355 | 46,423 |
| -- | -- |
| 58,104 | 66,441 |
| 412 | 17,676 |
| 6,509 | $(8,206)$ |
| 888 | (550) |
| 1,103,422 | 1,268,114 |
| 1,169,335 | 1,343,475 |
| 50,375 | 347,616 |
| 1,118,960 | 995,859 |
| \$2,324,025 | \$2,070,637 |

Preferred stock
Common stock
common stock
Additional paid-in surplus
Cumulative translation adjustments
Unrealized holding gains (losses)
Unrealized holding gains (losses)
Retained earnings
Subtotal
Less: treasury stock
66,441
$(8,206)$
(550)

1,343,475

995,859
$========$

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DOVER CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF CASH FLOWS
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS
Six Months Ended June 30, 1995 and 1994
(000 omitted)
1995
_-_-_-----

1994

Cash flows from operating activities:
Net income
\$ 138, 691
\$ 95,013
Adjustments to reconcile net income to net cash Provided by operating activities:
Depreciation
Amortization
Net increase (decrease) in deferred taxes
Net increase (decrease) in LIFO reserves
Increase (decrease) in deferred compensation
Other, net

| 32,674 | 27,033 |
| :---: | :---: |
| 17,002 | 17,924 |
| $(2,871)$ | $(2,620)$ |
| 2,334 | 188 |
| 2,362 | 4,359 |
| 5,237 | 2,744 |

Changes in assets \& liabilities (excluding acquisitions): Decrease (increase) in accounts receivable Decrease (increase) in prepaid expenses Decrease (increase) in prepaid expenses Increase (decrease) in accounts payable
Increase (decrease) in accrued expenses 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
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

| $(77,833)$ | $(24,499)$ |
| :---: | :---: |
| $(45,418)$ | $(37,846)$ |
| $(2,438)$ | $(3,464)$ |
| 2,321 | 13,418 |
| 26,458 | 35,831 |
| 11,010 | 5,239 |
| $(29,162)$ | 38,307 |
| 109,529 | 133,320 |
| $(9,097)$ | $(19,485)$ |
| $(47,062)$ | $(34,221)$ |
| $(98,692)$ | $(149,781)$ |
| 5,000 |  |
| $(9,285)$ | (105) |
| $(159,136)$ | $(203,592)$ |
| 69,171 | 109,277 |
| $(1,142)$ | 6,640 |
| 1,400 | 1,131 |
| $(29,482)$ | $(26,314)$ |
| 39,947 | 90,734 |
| $(9,660)$ | 20,462 |
| 90,303 | 63,685 |
| \$ 80,643 | \$ 84,147 |

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DOVER CORPORATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 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 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 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 | DECEMBER 31, |
| :---: | :---: |
| 1995 | 1994 |
| \$131,141 | \$116,829 |
| 163,926 | 167,251 |
| 173,292 | 121,828 |
| 468,359 | 405,908 |
| 43,502 | 41,304 |
| \$424, 857 | \$364, 604 |

NOTE C - Additional Information

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 form $10-\mathrm{K}$ which was filed with the Securities and Exchange Commission in March 1995.

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

The Company's liquidity increased during the first half of 1995 as compared to the position at December 31, 1994.

Working capital increased from $\$ 360.9$ million at the end of last year to $\$ 386.9$ million at June 30 , 1995. The $\$ 26.2$ million increase represents positive cash flow over and above the $\$ 98.7$ million paid for acquisitions during this six month period.

At June 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) of $\$ 441$ million representing $28 \%$ of total capital.

During the second quarter Dover invested $\$ 83$ million buying 3 companies--Hasstech (now part of OPW Fueling Components in Dover Resources), Mark Andy (a stand alone company within Dover Diversified), and the Frequency Control Products division of $A T \& T$, which is being combined with the Vectron company in Dover Technologies. This brings Dover's 1995 acquisition investment to $\$ 99$ million with further investment, possibly of greater magnitude, anticipated during the balance of the year. Dover repurchased no common stock during the second quarter.

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MATERIAL CHANGES IN RESULTS OF OPERATIONS:
The Company earned $\$ 1.39$ per share in its second quarter ended June 30 , an increase of $51 \%$ from last year. Sales of $\$ 948$ million were $25 \%$ ahead of last year. Both sales and earnings established new quarterly records.

Profit improved at each of Dover's five Independent Subsidiaries by amounts ranging from 9\% at Dover Resources to 111\% at Dover Technologies. These strong results brought first half EPS to $\$ 2.45$, up $48 \%$ from the previous year.

## DOVER RESOURCES

Profits at Dover Resources advanced 9\% compared to prior year following a $27 \%$ growth in the first quarter. Sales exceeded prior year by $13 \%$ but were flat with the first quarter of this year while profits dipped slightly. De-Sta-Co, OPW Fueling Component, Blackmer, and Midland continued as the largest profit producers, but both OPW and Blackmer trailed prior year as demand for gasoline vapor recovery products has weakened. De-Sta-Co weathered declining volume for the overall auto industry with participation in new programs and market share gains, but also saw its rate of profit growth slow. The three oil field production companies were strongly ahead of a poor profit result in last year's second quarter but were below 1995 first quarter sales and earnings levels. Overall, 11 of Resources' 16 separate companies had earnings gains in the quarter and the same number are ahead for 6 months.

DOVER INDUSTRIES

Dover Industries profits rose $42 \%$ in the second quarter setting a new record for this subsidiary. Nine of twelve individual operating companies achieved earnings gains led by Heil, Marathon, Texas Hydraulics, and Davenport. The sale by Groen of its AMW product line generated an unusual gain of $\$ 1.9$ million which was more than offset by a charge taken to settle an environmental claim. Continued expansion of margins (profits improved $42 \%$ on a $16 \%$ sales gain) represents the combined effect of volume gains and efficient internal operations. Overall, salaried employment is up less than $5 \%$ from one year ago. Although Industries' sales and earnings grew compared to the first quarter of this year, the seasonal increase was less than normal, which Dover views as evidence of the delayed impact (on Dover's business) of the U.S. economic slowdown. Second quarter bookings were $20 \%$ lower than in the first quarter with virtually all of the drop in Heil's aluminum tank trailer business. Fortunately, backlog for this product line will support a high level of operations for the remainder of the year.

## DOVER TECHNOLOGIES

Dover Technologies' profits more than doubled, driven by the exceptional sales and earnings performance of Universal Instruments which
provided all of Technologies' net gain. Declines at three other companies, principally DEK, were balanced by increases at TNI, Quandrant, and Soltec. The Vectron operation of Quadrant purchased the FCP group from AT\&T creating a $\$ 100$ million sales volume leadership position in frequency generation for communications devices, with technology covering crystal oscillators, TcXO's, SAW and ASIC based designs, that will be called Vectron Technologies.

Universal was successful in expanding production during the second quarter as shipments rose over $30 \%$ from the first quarter. This led to higher margins and better customer service. Bookings were $39 \%$ higher than last year's second quarter but dropped 8\% from the record-breaking first quarter of this year. The resulting book-to-bill of 88 in the second quarter, reduced Universal's backlog by $\$ 20$ million during the quarter to a level that is still $32 \%$ ahead of last year. Universal's GSM-1 machine continues to be well received with important new customers added during the quarter.

## DOVER DIVERSIFIED

Profit at Dover Diversified rose $21 \%$ from last year's second quarter and expanded about $30 \%$ from this year's first quarter. Belvac (higher shipments due to capacity expansion) and Tranter (full quarter's impact of acquisitions made last year) both had sales and earnings gains of more than $40 \%$.

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Profit remained depressed at A-C Compressor due to low shipments, but a 2 to 1 book-to-bill in the second quarter following a 2.1 to 1 in the first quarter has raised A-C's backlog by $78 \%$ from this time last year and to a level more than 3 times first half shipments. Better profits are expected in the second half. Belvac's orders continued to outpace shipments with a second quarter book-to-bill of 1.46 that raised backlog to more than 4 times first half shipments. Belvac again expanded capacity during the quarter. Dover Diversified purchased Mark Andy (St. Louis), the leading maker of flexographic printing machines which are primarily used for printing of self-adhesive labels. Their customer base consists of approximately 3,000 printing companies worldwide. The acquisition added to Diversified's pretax earnings in the second quarter due to a strong month for operating profit but was essentially neutral to Dover after tax and interest expense. Mark Andy's second half may be slightly dilutive to Dover's EPS. Dover Diversified's prospects for the second half of the year are excellent. Overall, backlog is $29 \%$ higher than at the start of the year which should lead to further profit increases.

## DOVER ELEVATOR

Dover Elevator International recovered from an unusually low first quarter earnings performance with a doubling of profit to a level 31\% ahead of last year's second quarter. For the first half of the year, profits trailed 1994 by 6\% on a $2 \%$ sales gain. A catch-up of factory shipments at Dover Elevator Systems, improved construction margins, and a turnaround of General Elevator's 1994 loss were the key factors in the improved earnings. New elevator bookings in the second quarter were $12 \%$ ahead of last year which put the June 30 backlog equal to prior year and up $2 \%$ since the start of 1995 . The North American and UK markets remain depressed and highly price competitive. Second quarter profit includes some catch-up from the first quarter and probably will not be matched in either of the two remaining quarters of 1995 , both of which should, however, exceed the prior year.

## OUTLOOK

Dover expects second quarter earnings to be the strongest of the current year. Second half earnings will exceed prior year but will be at a lower rate than the second quarter due to normal seasonality, the expected impact of the economic slowdown now rolling through the U.S. economy, the $\$ 20$ million reduction in backlog at Universal, and the near term dilutive effect of acquisitions completed in the second quarter or which may be made during the rest of 1995. Assuming that the "soft landing" projections for the U.S. economy are correct, Dover expects continued earnings growth in 1996.

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 25,1995 . Stockholders representing $45,520,561$ shares of common stock, or
approximately $80 \%$ of the outstanding stock, were present in person or by proxy.

All of the nominees for director, namely David H. Benson, Magalen O. Bryant, Jean-Pierre M. Ergas, Roderick J. Fleming, John J. Fort, James J. Koley, Anthony J. Ormsby, Thomas L. Reece, Gary L. Roubos, David G. Thomas and Jerry W. Yochum, were elected directors for a one year term, each receiving at least 45,411,918 votes.

In addition, two other proposals were presented for stockholder approval. Management's proposal that stockholders ratify and approve the 1995 Incentive Stock Option Plan and 1995 Cash Performance Program was approved as follows:

| For | Against | Withheld |
| :--- | ---: | ---: |
| --- | $----10,143,003$ | 449,298 |

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Management's proposal that stockholders ratify and approve an an
to the 1984 Incentive Stock Option Plan to allow for possible loans under
Plan was approved as follows:
For
---

$29,213,020$

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: | 7/21/95 | /s/ John F. McNiff |
| :---: | :---: | :---: |
|  |  | John F. McNiff, Vice President and Treasurer |
| Date: | 7/21/95 | /s/ Alfred Suesser |
|  |  | Alfred Suesser, Controller and Assistant Treasurer |

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