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

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For nine months ended September 30, 1999 Commission File No. 1-4018
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## 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 203,629,789.

ITEM 1. FINANCIAL STATEMENTS

> DOVER CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF EARNINGS THREE MONTHS ENDED SEPTEMBER 30,
> (000 OMITTED)

|  | UNAUDITED |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1999 |  | 1998 |  |
| Net sales | \$ | 1,150,531 | \$ | 1, 018,532 |
| Cost of sales |  | 734,564 |  | 649,471 |
| Gross profit |  | 415,967 |  | 369, 061 |
| Selling \& administrative expenses |  | 234,261 |  | 224,767 |
| Operating profit |  | 181,706 |  | 144,294 |
| Other deductions (income): |  |  |  |  |
| Interest expense |  | 12,257 |  | 17,505 |
| Interest income |  | $(2,916)$ |  | $(1,106)$ |
| Foreign exchange |  | (49) |  | (346) |
| Gain on dispositions |  | $(20,931)$ |  | -- |
| All other, net |  | 5,266 |  | (477) |
| Total |  | $(6,373)$ |  | 15,576 |
| Earnings before taxes on income |  | 188, 079 |  | 128,718 |
| Federal \& other taxes on income |  | 66,544 |  | 42,937 |
| Net earnings from continuing operations |  | 121,535 |  | 85,781 |
| Earnings from discontinued operations, net of tax |  |  |  | 8,191 |
| Net earnings | \$ | 121,535 | \$ | 93,972 |
| Weighted average number of common shares outstanding during the period <br> - Basic <br> 211, 238 <br> 223, 028 |  |  |  |  |
| - Diluted |  | 212,776 |  | 224,440 |
| Net earnings per share: |  |  |  |  |
| Basic - Continuing | \$ | 0.58 | \$ | 0.39 |
| Discontinued |  | -- |  | 0.03 |
| Net earnings | \$ | 0.58 | \$ | 0.42 |
| Diluted - Continuing | \$ | 0.58 | \$ | 0.38 |
| Discontinued |  |  |  | 0.04 |
| Net earnings | \$ | 0.58 | \$ | 0.42 |

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DOVER CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF EARNINGS NINE MONTHS ENDED SEPTEMBER 30, (000 OMITTED)

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 earnings Federal \& other taxes on earnings

Net earnings from continuing operations Discontinued operations

Net earnings

Weighted average number of common shares
outstanding during the period

- Basic
- Diluted

Net earnings per share:
Basic - Continuing
Discontinued
Gain on sale
Net earnings

Diluted - Continuing
Discontinued
Gain on sale
Net earnings


| 38,209 |  | 43, 269 |
| :---: | :---: | :---: |
| $(16,217)$ |  | $(13,092)$ |
| (472) |  | 1,370 |
| $(17,256)$ |  | -- |
| (542) |  | $(3,371)$ |
| 3,722 |  | 28,176 |
| 435, 668 |  | 368, 146 |
| 151,603 |  | 123, 814 |
| 284, 065 |  | 244, 332 |
| 523, 938 |  | 39,689 |
| \$ 808, 003 | \$ | 284, 021 |

===========
212,776
==========
===========
224,440
===========

| \$ | 1.10 |
| :---: | :---: |
|  | 0.17 |
|  | -- |
| \$ | 1.27 |
| \$ | 1.09 |
|  | 0.18 |
| \$ | 1.27 |

DOVER CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF COMPREHENSIVE EARNINGS
NINE MONTHS ENDED SEPTEMBER 30,
(000 OMITTED)

|  | UNAUDITED |  |
| :---: | :---: | :---: |
|  | 1999 | 1998 |
| Net earnings | \$ 808,003 | \$ 284, 021 |
| Other comprehensive earnings, net of tax: |  |  |
| Foreign currency translation adjustments | $(36,596)$ | 14,591 |
| Less: reclassification adjustment for adjustments included in net earnings | -- | (496) |
| Total foreign currency translation adjustments | $(36,596)$ | 15,087 |
| Unrealized gains (losses) on securities: |  |  |
| Unrealized holding gains (losses) arising during period | (5) | (23) |
| Less: reclassification adjustment for gains (losses) included in net earnings | -- | 5,723 |
| Total unrealized gains on securities (tax \$0 in 1999, \$24 in 1998) | (5) | $(5,746)$ |
| Other comprehensive earnings | $(36,601)$ | 9,341 |
| Comprehensive earnings | \$ 771,402 | \$ 293,362 |

> DOVER CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF RETAINED EARNINGS NINE MONTHS ENDED SEPTEMBER 30,
(000 OMITTED)

UNAUDITED

| UNAUDITED |  |
| :---: | :---: |
| 1999 | 1999 |
| \$1,992,991 | \$1, 703, 335 |
| 808,003 | 284,021 |
| 2,800,994 | 1,987,356 |
| 68,508 | 65,829 |
| \$2,732,486 | \$1,921, 527 |

## 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
Net assets of discontinued operations

## 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
Other deferrals (principally 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

| \$ 183,974 |  |
| :---: | :---: |
|  | 1,237 |
|  | 213,722 |
|  | 155,734 |
|  | 52,847 |
|  | 216,913 |
|  | 370,961 |
| 1,195,388 |  |
| $\begin{array}{r} 609,401 \\ 53,306 \\ 74,142 \end{array}$ |  |
|  |  |
|  |  |
|  |  |
|  | 236,218 |
|  | 32,035 |
|  | $(63,839)$ |
|  | 46 |
|  | $(63,793)$ |
|  | 2,732,486 |
|  | 2,936,946 |
|  | 938,888 |
|  | 1,998,058 |
| \$ 3, 930, 295 |  |

\$ 96,774
575,630
559,267
72,853
1,304,524
---------9
$1,282,436$
$(710,473)$
571, 963
1,438,793
7,358
59,755
244, 883
\$ 3,627,276
$========$
\$ 427,529
6, 060
187,738
149, 855
43,246
175, 036
283

989,747
610, 090
50,196
66,359

235,571
18,630
$(27,243)$
51
---
$(27,192)$
1,992,991
----------
309, 116
1,910,884
----------
$=========$

See Notes to Consolidated Financial Statements.

DOVER CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF CASH FLOWS
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS
NINE MONTHS ENDED SEPTEMBER 30,
(000 OMITTED)

|  | UNAUDITED |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1999 |  | 1998 |  |
| Cash flows from operating activities: |  |  |  |  |
| Net earnings | \$ | 808,003 | \$ | 284,021 |
| Adjustments to reconcile net earnings to net cash from operating activities: |  |  |  |  |
| Income from discontinued operations |  |  |  | $(39,689)$ |
| Gain on sale of discontinued business |  | $(523,938)$ |  |  |
| Depreciation |  | 97,093 |  | 82,681 |
| Amortization |  | 44,069 |  | 39,518 |
| Net increase (decrease) in deferred taxes |  | $(2,581)$ |  | (759) |
| Net increase (decrease) in LIFO reserves |  | 1,623 |  | 1,618 |
| Increase (decrease) in deferred compensation |  | 7,880 |  | 5,502 |
| Gain on sale of business |  | $(17,256)$ |  | -- |
| Other, net |  | $(13,480)$ |  | 5,287 |
|  |  |  |  |  |
| Decrease (increase) in accounts receivable |  | $(140,378)$ |  | $(7,933)$ |
| Decrease (increase) in inventories, excluding LIFO reserve |  | 1,863 |  | $(41,583)$ |
| Decrease (increase) in prepaid expenses |  | $(7,846)$ |  | (957) |
| Increase (decrease) in accounts payable |  | 10,585 |  | $(16,384)$ |
| Increase (decrease) in accrued expenses |  | 1,523 |  | 32,307 |
| Increase (decrease) in federal \& other taxes on income |  | $(6,568)$ |  | $(20,080)$ |
| Total adjustments |  | $(547,411)$ |  | 39,528 |
| Net cash from operating activities |  | 260,592 |  | 323,549 |
| Cash flows from (used in) investing activities: |  |  |  |  |
| Net sale (purchase) of marketable securities |  | -- |  | 16,540 |
| Additions to property, plant \& equipment |  | $(86,911)$ |  | $(86,189)$ |
| Acquisitions, net of cash \& cash equivalents |  | $(368,616)$ |  | $(527,912)$ |
| Proceeds from sale of business |  | 1,209,695 |  |  |
| Purchase of treasury stock |  | $(629,772)$ |  | $(31,376)$ |
| Net cash from (used in) investing activities |  | 124,396 |  | $(628,937)$ |
| Cash flows from (used in) financing activities: |  |  |  |  |
| Increase (decrease) in notes payable |  | $(245,072)$ |  | 2,641 |
| Increase (decrease) in long-term debt |  | (769) |  | 347,766 |
| Proceeds from exercise of stock options |  | 7,215 |  | 7,135 |
| Cash dividends to stockholders |  | $(68,508)$ |  | $(65,830)$ |
| Net cash from (used in) financing activities |  | $(307,134)$ |  | 291,712 |
| Cash from discontinued operations |  | -- |  | $(25,596)$ |
| Net increase (decrease) in cash \& cash equivalents |  | 77,854 |  | $(39,272)$ |
| Cash \& cash equivalents at beginning of period |  | 96,774 |  | 103,111 |
| Cash \& cash equivalents at end of period | \$ | 174,628 | \$ | 63,839 |

Third quarter ended September 30,

Dover Industries
Dover Technologies
Dover Diversified
Dover Resources

Subtotal (after intramarket eliminations)
Gain on disposition
Corporate expense
Net interest expense
Earnings before taxes on income
Taxes on income
Net earnings - Continuing Operations
Earnings from discontinued operations *
Gain on sale of discontinued operations *
Net earnings

Net earnings per share:

| Basic - | Continuing |
| ---: | :--- |
|  | Discontinued |
|  | Gain on sale |

Diluted - Continuing Discontinued Gain on sale

Net earnings

Nine months ended September 30,:

Dover Industries
Dover Technologies
Dover Diversified
Dover Resources
Subtotal (after intramarket eliminations)
Gain on disposition
Corporate expense
Net interest expense
Earnings before taxes on income
Taxes on Income
Net earnings - Continuing Operations
Earnings from discontinued operations *
Gain on sale of discontinued operations *
Net earnings

Net earnings per share:

Basic - $\quad$| Continuing |
| :--- |
|  |
|  |
| Discontinued |

Gain on sale
Net earnings

Diluted - Continuing
Discontinued
Gain on sale
Net earnings

Average number of shares outstanding - Basic Average number of shares outstanding - Diluted

| EARNINGS |  |  |
| :---: | :---: | :---: |
|  | 1999 | 1998 |
| \$ | 45,141, 000 | \$ 38,207,000 |
|  | 74, 042,000 | 40,697,000 |
|  | 40, 080,000 | 38,771, 000 |
|  | 24,650,000 | 31,730, 000 |
| 183, 913, 000 |  | 149,405, 000 |
| $\begin{aligned} & 20,931,000 \\ & (7,361,000) \\ & (9,404,000) \end{aligned}$ |  |  |
|  |  | $(4,274,000)$ |
|  |  | $(16,413,000)$ |
| $\begin{array}{r} 188,079,000 \\ 66,544,000 \end{array}$ |  | 128,718,000 |
|  |  | 42, 937, 000 |
| 121,535, 000 |  | 85,781, 000 |
|  |  | 8,191,000 |
|  | - | - |
|  | 121,535,000 | \$ 93, 972, 000 |


| \$ 0.58 | \$ 0.39 |
| :---: | :---: |
| - | 0.03 |
| - | - |
| \$ 0.58 | \$ 0.42 |
| \$ 0.58 | \$ 0.38 |
| - | 0.04 |
| - | - |
| \$ 0.58 | \$ 0.42 |


| EARNINGS |  |  |
| :---: | :---: | :---: |
|  | 1999 | 1998 |
| \$ | 131,134, 000 | \$109, 575, 000 |
|  | 147, 860, 000 | 115,321, 000 |
|  | 102,169,000 | 106,066,000 |
|  | 76,478,000 | 94,120,000 |
|  | 457,641,000 | 425,082,000 |
|  | 17,256,000 | - |
|  | $(17,021,000)$ | $(16,676,000)$ |
|  | $(22,208,000)$ | $(40,260,000)$ |
|  | 435,668, 000 | 368,146, 000 |
|  | 151, 603, 000 | 123,814,000 |
|  | 284, 065,000 | 244,332, 000 |
|  | - - | 39,689, 000 |
|  | 523,938, 000 | - |
|  | 808, 003, 000 | \$ 284, 021, 000 |


|  | \$ 1.34 | \$ 1.10 |
| :---: | :---: | :---: |
|  | - | 0.17 |
|  | 2.49 | - |
| \$ | 3.83 | \$ 1.27 |
| \$ | 1.34 | \$ 1.09 |
|  | - | 0.18 |
|  | 2.46 | - |
| \$ | 3.80 | \$ 1.27 |


| $211,238,000$ | $223,028,000$ |
| :--- | :--- |
| $212,776,000$ | $224,440,000$ |

1999
SALES

| \$ 291,920,000 | \$ 266,776, 000 |
| :---: | :---: |
| 400, 325, 000 | 302, 512, 000 |
| 268, 330, 000 | 239, 255, 000 |
| 191, 373, 000 | 211, 021, 000 |
| \$1,150, 531, 000 | \$ 1, 018,532,000 |

## SALES

1998
\$ 844,452,000
1, 023, 328, 000 759, 625, 000 574, 684, 000
\$ 748,335,000 917, 202, 000 698, 362, 000 $598,197,000$
$\$ 3,198,136,000 \quad \$ 2,958,800,000$

|  | UNAUDITED <br> September 30, 1999 | $\begin{gathered} \text { December 31, } \\ 1998 \end{gathered}$ |
| :---: | :---: | :---: |
| Dover Industries | \$ 884,993 | \$ 732,136 |
| Dover Technologies | 1,200,112 | 1,000,209 |
| Dover Diversified | 945,633 | 802,872 |
| Dover Resources | 767,846 | 781,933 |
| Corporate (1) | 131,711 | 65,243 |
| Total Continuing | 3,930,295 | 3,382,393 |
| Net assets of discontinued operations | -- | 244,883 |
| Consolidated Total | \$3,930, 295 | \$3,627, 276 |

(1) - Principally cash and equivalents

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.

On January 5, 1999 the company sold the Dover Elevator International segment. The results of prior year third quarter and nine months have been restated to show the segment as discontinued operations.

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

|  | (000 omitted) |  |
| :---: | :---: | :---: |
|  | $\begin{aligned} & \text { UNAUDITED } \\ & \text { September } 30 \text {, } \end{aligned}$ | $\begin{gathered} \text { December 31, } \\ 1998 \end{gathered}$ |
| Raw materials | \$240, 782 | \$220, 467 |
| Work in progress | 191, 263 | 175, 117 |
| Finished goods | 222,965 | 204,123 |
| Total | 655,010 | 599, 707 |
| Less LIFO reserve | 42, 063 | 40,440 |
| Net amount per balance sheet | \$612,947 | \$559, 267 |

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

|  | UNAUDITED | (000 omitted) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Accumulated Other Comprehensive Earnings (losses) | Cumulative Translation Adjustments | Unr Ho G (1 | ized <br> ng <br> s) |
| Beginning balance | \$ 27,192$)$ | \$ $(27,243)$ | \$ | 51 |
| Current-period change | $(36,601)$ | $(36,596)$ |  | (5) |
| Ending balance | \$ 63,793$)$ | \$ 63,839$)$ | \$ | 46 |

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-K which was filed with the Securities and Exchange Commission on March 30, 1999.

On January 5, 1999, Dover completed the sale of it's Elevator business to Thyssen Industrie AG for $\$ 1.17$ billion. Results for third quarter and nine months 1998 have been restated to classify the elevator business as discontinued.

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 OPERATIONSMATERIAL CHANGES IN CONSOLIDATED FINANCIAL CONDITION:
The Company's liquidity increased during the first nine months of 1999 as compared to the position at December 31, 1998. Cash flow provided by operating activities (\$261 million) and the proceeds from sale of businesses ( $\$ 1.21$ billion), net of amounts invested in treasury stock ( $\$ 630$ million) and acquisitions (\$371 million) is the principle reason for the increase in liquidity.

At September 30, 1999, 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 $\$ 620.0$ million represented $23.7 \%$ of total capital. This compares with 33.1\% at December 31, 1998.

Working capital increased from $\$ 314,777$ million at the end of last year to \$422,965 million at September 30, 1999.

The Company announced record earnings from continuing operations for its Third Quarter ended September 30. Earnings per share of $\$ .58$, which includes $\$ .05$ from non-recurring items described below, were 53\% ahead of the $\$ .38$ earned in the Third Quarter of 1998. Excluding the non-recurring items, earnings per share rose $39 \%$. The Company's Elevator Business, which was sold at the beginning of 1999 and which is therefore shown as a discontinued operation, added a further $\$ .04$ to last year's reported earnings per share, bringing last year's total to $\$ .42$.

The $\$ .05$ non-recurring net gain was composed of a $\$ 20.9$ million gain on the sale of the Pathway Bellows company (net of a charge to close a plant in the OPW Fluid Transfer company) and a $\$ 3.1$ million provision to settle legal claims (shown as corporate expense). Non cash write-offs required by purchase accounting rules amounted to $\$ 21$ million (pre-tax) in the Quarter, equal to $\$ .07$ per share.

The Company invested $\$ 192$ million to repurchase 4.9 million shares of its common stock in the Quarter at an average price of \$39. Since announcing the sale of its Elevator Business in November, 1998 the Company has now repurchased 19.6 million of its shares, at an average cost of $\$ 36$ per share, which has reduced actual shares outstanding by 9\%.

Dover companies also made five "add-on" acquisitions during the quarter at a cost of $\$ 65$ million, bringing 9 -month acquisition spending to $\$ 371$ million. The Company's management now believes that total acquisition investment in 1999 could top the previous record of \$556 million in 1998.

## MATERIAL CHANGES IN RESULTS OF OPERATIONS:

Three of the Company's four Segments achieved profit gains, led by Technologies, which was up $82 \%$ primarily as a result of strong bookings, shipments, and earnings for its Circuit Board Assembly and Test Business (CBAT). Earnings of the four companies serving this market more than doubled from prior
year as shipments improved 44\%. An 18\% gain in the Industries segment and a 3\% gain in Diversified more than offset Resources' 22\% decline.

## DOVER TECHNOLOGIES:

The $82 \%$ profit increase in the Technologies segment on a $32 \%$ gain in sales reflects the strong operating leverage inherent in its CBAT and Specialty Electronics Components (SEC) businesses, which provided almost all of the $\$ 98$ million sales gain. The marking business (Imaje) primarily serves consumer products manufacturers, rather than the electronics industry, and growth here was very modest, as recovery in Asia was offset by slower sales in Europe. Technologies' overall book-to-bill ratio in the Quarter was 1.04, with CBAT and SEC at similar ratios.

All of the CBAT companies achieved significant earnings gains, driven by sharply higher capital spending by both OEM and CEM customers who have begun adding capacity for assembly of printed circuit boards. Dover does not believe that increased market share has contributed significantly to the higher sales levels in the Third Quarter. The general strengthening in the market that began in June continued during July and August, providing record "rolling three month" bookings. However, orders fell sharply in September raising a concern that there may be a temporary pause coming in the market. The longer-term outlook remains positive, however, based on more powerful processors being rolled out by semiconductor makers and strong interest in downstream products for Internet data transfer and access -- both hard wired and wireless.

Technologies' four SEC companies continued to benefit from these trends with record shipments and profits for the quarter and record bookings in September. Third quarter profits here rose $75 \%$ on a $20 \%$ sales gain with almost all of the increases coming from communications related products. Quadrant has again expanded production capacity for its oscillator products, the timing "clocks" of voice and data transmissions. Orders for wireless base station equipment rose sharply at K\&L, which has created focused - factory work cells to increase capacity.

Technologies management believes that its fourth quarter may not be as strong as the third because of the September fall-off in CBAT orders. However, CBAT's strong backlog and good order rates for marking and SEC products should enable this segment to set an earnings record for the year, exceeding the $\$ 195$ million earned in 1997.

DOVER INDUSTRIES:
Dover Industries' $18 \%$ profit gain on a $9 \%$ sales increase was driven by (a) continued strength at Heil Environmental and Marathon, which serve the solid waste disposal industry. Combined profits here were up 23\% with new orders almost equal to shipments and $21 \%$ higher than prior year; and (b) profit gains in excess of $15 \%$ at Rotary Lift, Texas Hydraulics, DovaTech, and PDQ. New products (internally developed and through acquisitions), new marketing strategies and more aggressive pricing made possible by unit cost reductions were important factors in these companies' gains.

Five of the Industries companies owned last year had earnings declines, but by small amounts that totaled only $\$ 1.4$ million. The addition of Somero (acquired in Q2 of 1999) and of three add-on acquisitions during the quarter added $\$ 1$ million to Third Quarter profits (after purchase accounting write-offs).

The book-to-bill ratio for Industries as a whole was . 99 in the Quarter. Backlog is an important "leading indicator" at only a few Industries' companies, notably at Heil Trailer and Heil Environmental, which generally account for more than half of total backlog. Combined, these two companies have $6 \%$ lower backlog than at the end of third quarter 1998, as large gains at Environmental have almost offset weakness in Trailer's markets. Dover Industries expects a solid fourth quarter with record full year earnings in the \$170-\$180 million range.

## DOVER DIVERSIFIED:

Profits at Dover Diversified continued to improve sequentially from the start of 1999, reaching a record level of $\$ 40$ million. Both A-C Compressor and Belvac Production Machinery had sharply lower earnings than last year (\$6 million in total) due to poor bookings last year at A-C and this year at Belvac. Bookings at A-C thus far in 1999 have been $30 \%$ ahead of 1998 , bringing backlog up $25 \%$ since the start
of the year. Belvac's market, however, shows few signs of improvement. Hill Phoenix offset much of these profit declines with a gain of more than $40 \%$ from the third quarter of last year. Both sales and profits set records as this company became

Diversified's largest profit maker in the Quarter (and Dover's fourth largest). Diversified's other operations were close to, or ahead, of prior year profits, with acquisitions made this year adding almost $\$ 4$ million to quarterly earnings (after acquisition write-offs). Book-to-bill at Diversified was . 88 in the quarter, with the largest imbalance at Hill Phoenix where record shipments combined with seasonally soft orders. Diversified's total backlog is $1 \%$ below last year.

## DOVER RESOURCES:

Dover Resources' profits continued under pressure due to poor market conditions for some of its companies and due to a strike at its OPW-Cincinnati operations in mid-September. Contract discussions with the union are continuing, but shipments (and profits) at OPW-Fueling Components and OPW-Fluid Transfer will be adversely affected, at least through October. Market conditions for both of these companies have been much softer than in 1998 and this, rather than the strike, is the cause of their Third Quarter drop of $\$ 13$ million in sales and over $\$ 5$ million in profits. Earlier in the quarter OPW-Fluid Transfer announced the permanent closing of one of its Cincinnati plants to address the basic overcapacity problem.

An improvement in crude oil prices and significant internal cost reductions allowed Resource's Petroleum Equipment companies to achieve a strong sales gain and very strong earnings improvement compared to last year's depressed results. However, poor market conditions for Duncan (parking meters) and Ronninger-Petter (filters for papermaking and oil refinery) depressed profits for these companies, which are now comparing against last year's best results. Within Dover, and especially within Dover Resources, the answer to the question "Is the industrial economy strong or weak" continues to be, "It depends on which Company President you ask ... and which month".

Resources' book-to-bill of 1.04 for the Quarter and 1.09 for September (best bookings this year) give some hope for profit improvement in the Fourth Quarter but probably not to the $\$ 31$ million level of last year.

OUTLOOK:
"Our excellent Third Quarter financial results make me confident of fulfilling the goal for 1999 expressed in last year's Annual Report," Mr. Reece added. I will indeed be 'very disappointed if earnings per share from continuing operation (excluding special items) does not grow at least 15\% in 1999.' More important, I think we have established a good base for continued strong growth for next year and beyond."

## YEAR 2000:

The Company has taken action to assess the nature and extent of the work required to make its systems, products, factories and infrastructure Year 2000 ready. The Company is approaching resolution of Year 2000 problems along two separate tracks: (1) Corporate and Subsidiary Offices and Dover-wide information systems. (2) Company-by-Company for each of the Company's 47 separate businesses. Corrective action has been ongoing for several years. Additionally, the Company is evaluating Year 2000 readiness of suppliers and where critical suppliers are not Year 2000 ready, the Company will monitor their progress and take appropriate actions.

At the corporate/subsidiary level, appropriate remediation has been completed for telecommunications equipment, and computer equipment and critical systems and the Company believes they are Year 2000 compliant.

At the operating company level, each business has taken responsibility for its own Year 2000 compliance and has assembled working groups to deal with critical plant and office equipment; products, including "fixes" for any previous product generations that are Year 2000 sensitive; software; and the ability of critical suppliers to maintain deliveries. Progress of the working groups is monitored by each company President and reported to Subsidiary and Corporate management.

As of September 30, 1999 each of the 47 companies has gone through a process to take an inventory of critical systems, to make an assessment of Year 2000 readiness of those systems, to perform necessary remediation including replacing or updating existing systems as needed, and to perform appropriate Year 2000 testing. Thirty-seven of the Company's 47 companies have completed these procedures and all important issues have been fixed. All others have identified specific problems remaining and have action plans to solve them by December, 1999. Further, the Company believes products of all of these companies are either Year 2000 compliant or can be made so by customers, using "fixes" already developed. Based on current progress and future plans, the Company believes that the Year 2000 date change will not significantly affect the Company's ability to deliver products and services to its customers on a timely basis.

During 1997, 1998 and the first nine months of 1999 the Company and its companies spent approximately $\$ 22$ million, $\$ 27$ million and $\$ 19 \mathrm{million}$, respectively, on computer equipment, software, and non-employee consultants. Most of these expenditures were for new systems and improved functionality, but an undetermined amount also served to meet Year 2000 compliance needs. The Company and its companies do not separately track the internal cost incurred for the Y2K project.

While no amount of preparation and testing can guarantee Year 2000 compliance, the Company intends to complete its Year 2000 readiness during 1999, and does not anticipate that expenditures to reach this goal will be material. Moreover, due to the decentralized nature of the Company and the lack of reliance on shared or "centralized" systems by its operating companies, the Company believes that any Year 2000 problems that might become evident after 1999 will not be material to the Company. Appropriate contingency plans will be developed in critical areas if deemed necessary. However, given the uncertain consequences of failure to resolve significant Year 2000 issues, there can be no assurance that any one or more such failures would not have a material adverse effect on the actual outcomes and results could be affected by future factors including, but not limited to, the continued availability of skilled personnel, cost control, the ability to locate and remediate software code problems, critical suppliers and subcontractors meeting their commitments to be Year 2000 ready, and timely actions by customers.

The above statement and similar statements, including estimated future costs, timetables, contingency plans and remediation plans, and statements containing the words "believes," "intends," "anticipates" and "expects" and words of similar import, constitute "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995 and Section 21E of the Securities Exchange Act of 1934.

This "Year 2000 Plan" constitutes a "Year 2000 Readiness Disclosure" within the meaning of the "Year 2000 Information and Readiness Disclosure Act."

## EUROPEAN MONETARY UNION - EURO

On January 1, 1999, several member countries of the European Union established fixed conversion rates between their existing sovereign currencies, and adopted the Euro as their new common legal currency. The Euro conversion may affect cross-border competition by creating cross-border price transparency. The Company's businesses are assessing their pricing/marketing strategy in order to ensure that it remains competitive in a broader European market. The Company is also assessing its information technology systems to allow for transactions to take place in both the legacy currencies and the Euro and the eventual elimination of the legacy currencies, and reviewing whether certain existing contracts will need to be modified. Final accounting, tax and governmental legal and regulatory guidance generally has not been provided in final form. The Company will continue to evaluate issues involving the introduction of the Euro. Based on current information and the Company's current assessment, it does not expect that the Euro conversion will have a material adverse effect on its business, results of operations, cash flows or financial condition.

Item 5. Other Information
The Company also announced that John F. McNiff, who has been Chief Financial Officer of Dover since 1983, plans to retire in the course of the year 2000 after a successor has been named. Thomas L. Reece, Dover's Chief Executive Officer, noted, "John has done a terrific job for Dover, and I will miss his analytic mind and encyclopedic memory of Dover's corporate history. We will conduct a thorough evaluation, both internally and externally, for the best possible successor. I understand and support John's decision that after 30 years as a 'corporate officer' he would like to take a break and then look at something different. John has given me an open-ended commitment to an orderly transition.'

The Company included this table in its third quarter press release. See also annual report page 4.

> Dover Corporation Operational Profits (1)
> (in millions)

|  | 1999 - THIRD QUARTER |  |  |  |  | 1999 - NINE MONTHS |  |  |  |  | 1998 - FULL YEAR |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | SALES |  | NINGS | \% |  | ALES |  | NINGS | \% |  | SALES | EAR | INGS | \% |
| DOVER INDUSTRIES | \$ | 292 | \$ | 52 | 18 | \$ | 844 | \$ | 149 | 18 | \$ | 1,012 | \$ | 173 | 17 |
| DOVER TECHNOLOGIES |  | 400 |  | 82 | 21 |  | 1,024 |  | 173 | 17 |  | 1,211 |  | 178 | 15 |
| DOVER DIVERSIFIED |  | 268 |  | 45 | 17 |  | 760 |  | 119 | 16 |  | 958 |  | 164 | 17 |
| DOVER RESOURCES |  | 191 |  | 30 | 15 |  | 575 |  | 91 | 16 |  | 801 |  | 144 | 18 |
| OPERATIONAL PROFITS (AFTER ELIM.) (1) |  | 1,151 |  | 209 | 18 |  | 3,198 |  | 532 | 17 |  | 3,978 |  | 659 | 17 |
| CORPORATES AND OTHER | (12) |  |  |  |  | (29) |  |  |  |  | (40) |  |  |  |  |
| EBITACQ (2) | 197 |  |  |  |  | 503 |  |  |  |  | 619 |  |  |  |  |
| GAIN ON DISPOSITIONS | 21 |  |  |  |  | 17 |  |  |  |  | (57) |  |  |  |  |
| INTEREST | (9) |  |  |  |  | (22) |  |  |  |  |  |  |  |  |  |
| ACQUISITION WRITE-OFFS | (21) |  |  |  |  | (62) |  |  |  |  | (73) |  |  |  |  |
| DOVER PRE-TAX INCOME | \$ 188 |  |  |  |  | \$ 436 |  |  |  |  | \$ 489 |  |  |  |  |

(1) Differs from segment operating profits in that all non-cash write-offs relating to acquisitions are excluded, along with the expenses of each segment's corporate group.
(2) Earnings before taxes, interest, acquisition write-offs and non-recurring gains.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits
(27) Financial Data Schedule. (EDGAR filing only)
(b) No reports on Form 8-K were filed this quarter.

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, 1999
/s/ John F. McNiff
John F. McNiff, Chief Financial Officer, Vice President and Treasurer

## /s/ George F. Meserole

George F. Meserole, Chief Accounting Officer, Vice President and Controller

This schedule contains summary financial information extracted from the Dover Corporation Quarterly Report to stockholders for the six months ended September 30,1999 and is qualified in its entirety by reference to such financial
statements.
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9-MOS
DEC-31-1999
JUL-1-1999
SEP-30-1999
174,628
772, 250
23, 257
612, 947
1, 618,353
$1,388,985$
(792, 390)
3,930, 295
$1,195,388$
609,401
0
0
236, 218
1,761,840
3,930, 295
3,198,136
3,198,136
2, 049,151
2,758,746
$(18,270)$
38, 209
435, 668
151, 603
284, 065
523, 938
0
808, 003
3.83
3.80


[^0]:    See Notes to Consolidated Financial Statements.

