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

For Nine months ended September 30, 1997
Commission File No. 1-4018

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

| Delaware | 53-0257888 |
| :---: | :---: |
| (State of Incorporation) | (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 X No

The number of shares outstanding of the Registrant's common stock as of the close of the period covered by this Report was 111,193,879.

DOVER CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF EARNINGS Three Months Ended September 30, 1997 and 1996

## (000 omitted)



## (000 omitted)



CONSOLIDATED STATEMENT OF RETAINED EARNINGS Nine Months Ended September 30, 1997 and 1996

> (000 omitted)

Retained earnings at January 1
Net earnings

Deduct:
Common stock cash dividends
$\$ 0.53$ per share (\$0.47 in 1996)
Retained earnings at end of period

|  | 1997 | 1996 |
| :---: | :---: | :---: |
| Retained earnings at January 1 | \$1,470, 008 | \$1,152,187 |
| Net earnings | 305,171 | 309,926 |
|  | 1,775,179 | 1,462,113 |
| Deduct: |  |  |
| Common stock cash dividends |  |  |
| \$0.53 per share (\$0.47 in 1996) | 59,203 | 53,273 |
| Retained earnings at end of period | \$1,715,976 | \$1,408, 840 |

59,203
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\$1,715,976
==========

1996
\$ 3, 032, 284
2,011,896
1,020,388
609,609
410,779

31, 816
$(15,317)$
(243)
$75,065)$
$(3,659)$
$(62,468)$
473,247
163,321
\$ 309,926

113,513
$\$ 2.73$


Nine Months Ended September 30, 1997 and 1996

## 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

| \$ | 155,621 | \$ | 199,955 |
| :---: | :---: | :---: | :---: |
|  | 21, 239 |  | 17,839 |
|  | 825,990 |  | 715,495 |
|  | 544,305 |  | 499,870 |
|  | 60,695 |  | 56,654 |
|  | 1,607,850 |  | 1,489,813 |
|  | 1,211,835 |  | 1,106,981 |
|  | $(670,401)$ |  | (612, 048 ) |
|  | 541,434 |  | 494,933 |
|  | 1, 013,381 |  | 963,182 |
|  | 10,258 |  | 10,258 |
|  | 71,659 |  | 35,193 |
|  | 3,244,582 |  | 2,993,379 |

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)
Retained earnings
Subtotal
Less: treasury stock

| \$ 520,738 | \$ 488,651 |
| :---: | :---: |
| 819 | 3,754 |
| 222,987 | 202,763 |
| 148,711 | 130,598 |
| 106,513 | 104,916 |
| 231, 762 | 206,992 |
| 20,860 | 1,430 |
| 1,252,390 | 1,139,104 |
| 257,073 | 252,955 |
| 41,379 | 54,068 |
| 68,114 | 57,550 |
| -- | -- |
| 117,148 | 116,858 |
| 22,242 | 13,818 |
| $(32,134)$ | 1,900 |
| 5,104 | 3,663 |
| 1,715,976 | 1,470,008 |
| 1,828,336 | 1,606, 247 |
| 202,710 | 116,545 |
| 1,625,626 | 1,489, 702 |
| \$ 3, 244, 582 | \$ 2, 993, 379 |

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December 31, 1996
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$ 2,993,379
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16,858
13, 818
3, 663
1,470, 008
1,606,247 116, 545
\$ 2,993,379
==========


Net income
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
Gain on sale of business
Other, net
Changes in assets \& liabilities (excluding acquisitions):
Decrease (increase) in accounts receivable
Decrease (increase) in inventories, excluding LIFO reserve
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

| 1997 | 1996 |
| :---: | :---: |
| \$ 305,171 | \$ 309,926 |
| 76,721 | 63,260 |
| 31,307 | 28,992 |
| $(16,194)$ | 10,245 |
| 1,229 | 1, 047 |
| 10,569 | 823 |
| $(32,171)$ | $(52,236)$ |
| $(2,484)$ | $(7,853)$ |
| $(100,057)$ | 18,717 |
| $(16,979)$ | $(11,797)$ |
| $(3,432)$ | $(2,997)$ |
| 11,619 | $(21,649)$ |
| 32,630 | 2,956 |
| 1,186 | $(24,828)$ |
| $(6,056)$ | 4,680 |
| 299,115 | 314,606 |
| $(3,400)$ | $(2,981)$ |
| $(98,952)$ | $(86,442)$ |
| $(176,123)$ | $(73,344)$ |
| 45,638 | 112,087 |
| $(86,164)$ | $(62,746)$ |
| $(319,001)$ | $(113,426)$ |
| 29,248 | $(137,399)$ |
| 174 | $(9,710)$ |
| 5,333 | 4,303 |
| $(59,203)$ | $(53,273)$ |
| $(24,448)$ | $(196,079)$ |
| $(44,334)$ | 5,101 |
| 199,955 | 121,698 |
| \$ 155, 621 | \$ 126,799 |

## 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:

|  | $\begin{gathered} \text { September } 30, \\ 1997 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
| Raw materials | \$ 178,873 | \$ 165, 064 |
| Work in progress | 238,123 | 219,729 |
| Finished goods | 174,320 | 160,858 |
| Total | 591,316 | 545, 651 |
| Less LIFO reserve | 47, 011 | 45,781 |
| Net amount per balance sheet | \$ 544,305 | \$ 499,870 |

## 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 Report on Form $10-\mathrm{K}$ which was filed with the Securities and Exchange Commission in March 1997.

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

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

The Company's liquidity increased during the first nine months of 1997 as compared to the position at December 31, 1996.

Working capital increased slightly from $\$ 350.7$ million at the end of last year to $\$ 356.5$ million at September 30, 1997 . The $\$ 5.8$ million increase represents positive cash flow over and above dividends of (\$59.2 million), Treasury stock purchases ( $\$ 86.2$ million), and the $\$ 184.9$ million paid for acquisitions during this nine-month period.

At September 30, 1997, net debt (defined as long-term debt plus current maturities on long-term debt plus notes payable less cash and equivalents and marketable securities) of $\$ 601.8$ million represented $27 \%$ of total capital. This compares with $26.2 \%$ at December 31, 1996.

MATERIAL CHANGES IN RESULTS OF OPERATIONS:
The Company earned $\$ .91$ per share in its third quarter ended September 30. In the prior year third quarter Dover reported $\$ 1.27$ per share, but this included $\$ .44$ from the sale of two businesses and $\$ .09$ from tax and investment income adjustments as described in last year's third quarter report. Sales for the quarter of almost $\$ 1.2$ billion were up $15 \%$ from the prior year.

Four of Dover's five market segments had higher earnings than last year with a combined gain of $23 \%$. The Technologies segment achieved a remarkable increase of $71 \%$ on a $49 \%$ sales gain. Although its book-to-bill was only .95 in the quarter, the summer is normally a soft period for new orders. Bookings were $57 \%$ greater than prior year and equal to the 1997 first half average, indicating continued strong markets.

Dover completed seven "add-on" acquisitions during the quarter representing an investment of $\$ 109$ million. This brings the cumulative 1997 investment in purchasing new businesses to $\$ 185$ million. A-C Compressor added the Preco and Conmec companies to expand its participation in the aftermarket for gas compressors and turbines. Everett Charles added ESH, expanding its testing presence from circuit boards into a portion of the semiconductor production market. Blackmer acquired Mouvex (France) and the two companies will coordinate their specialty pump businesses. Blackmer is primarily a U.S. manufacturer while Mouvex's largest market base is Europe. De-Sta-Co Manufacturing, OPW Fueling Components, and DovaTech also made small acquisitions, adding new product lines. Conmec and Preco accounted for more than half of the $\$ 109$ million investment made in the third quarter.

Acquisitions made thus far in 1997 have reduced nine month earnings by $\$ .01$ per share due to financing costs and write-off of acquisition premiums. They are expected to add to 1998 full year results.

Dover Technologies:
Dover Technologies had a record quarter primarily due to strength in its sales of printed circuit board assembly and test equipment. Universal, DEK, Soltec, and Everett Charles (acquired in November, 1996) each had strong gains and combined to produce profits of over $\$ 45$ million on sales of almost $\$ 240$ million. The special electronic components businesses also achieved strong earnings growth with three of the four companies involved in these markets ahead sharply. The overall earnings gain for these four businesses was almost $30 \%$ - to more than $\$ 10$ million on sales of about $\$ 70$ million. Filters, tuners, and timing devices for communications applications are experiencing strong growth. Imaje, the world's number two producer of continuous-ink-jet printing machines and supplies, had flat earnings, compared to last year, of $\$ 15$ million on sales of about $\$ 45$ million. Imaje's results, expressed in its own currency (French Francs), were up over $20 \%$ from last year's third quarter. The three earnings figures mentioned above do not add to the reported segment total of $\$ 64$ million due to rounding and to $\$ 9$ million of acquisition premium write-offs and subsidiary expenses. Backlog for the Technologies companies is $8 \%$ below the level at the start of the third quarter, with Universal down $20 \%$. Consequently, Technology segment earnings in the fourth quarter, while well ahead of prior year, are not expected to match those of the third quarter.

## Dover Industries:

Dover Industries achieved its best quarterly earnings results since the 1996 first quarter with a $24 \%$ year-over-year gain to $\$ 33.5$ million. Sales were up $6 \%$ to a record level. Subsidiary expenses and acquisition premium write-offs at DII in the third quarter totaled $\$ 4$ million, indicating an average operating margin for its 11 companies of $17 \%$. Total orders for DII exceeded third quarter shipments by 1\%, last
year's third quarter by 11\%, and were slightly above the 1997 first
half-average. Ten companies achieved earnings increases over last year with particularly strong gains at Texas Hydraulics, Heil Tank Trailer, Randell, and Groen. In last year's fourth quarter both Heil Refuse and Groen reported losses totaling $\$ 2.7$ million. In the most recent quarter they earned $\$ 5.7$ million. Consequently, while Industries' year-to-date profits are only $1 \%$ ahead of 1996, very favorable comparisons are expected in the final quarter of the year.

Dover Diversified:
Dover Diversified profits trailed prior year by $\$ 4.2$ million (15\%). As in the previous four quarters, the source of the decline was the changed market circumstances at its Belvac company which earned $\$ 8.7$ million less than in the third quarter of 1996. This more than offset very strong gains achieved by Hill, Tranter, Mark Andy, and Waukesha which propelled Diversified's eight other companies (excluding Belvac) to a profit gain of more than 20\%. The average margin of all nine companies (before subsidiary expenses and acquisition premium write-offs) was $15 \%$, with Belvac above average and Hill (the largest company measured by sales) still below its near-term goal of $10 \%$. The new order picture at Diversified in total, and Belvac in particular, was very positive. DDI orders were up $39 \%$ over last year and $26 \%$ above third quarter shipments, with five companies up over $20 \%$ from prior year. Belvac orders were 2.8 times third quarter shipments and at their highest level since their market "boom" ended in mid-1995. This gives Belvac a chance of achieving favorable earnings comparisons beginning in the fourth quarter and continuing into 1998. Dover Diversified enters the fourth quarter of 1997 with backlog $21 \%$ higher than at this time last year. Very favorable earnings comparison are expected in the final quarter of 1997, but perhaps not to the level needed for Diversified to achieve an "up" year.

## Dover Resources:

Profits at Dover Resources gained $15 \%$ on a $14 \%$ sales increase to reach a record level of $\$ 29.4$ million. The earnings of its seventeen companies provided a margin on sales of almost $18 \%$ (before subsidiary expenses and acquisition premium write-offs). Bookings trailed shipments by $4 \%$, but were $14 \%$ ahead of prior year. About $1 / 3$ of the gain over last year was due to acquisitions made in the past 12 months. Very strong earnings gains were achieved by the three oil-field equipment companies (up 26\%), by OPW Fueling Components (also up 26\%), and by Cook, De-Sta-Co Industries, Civacon, PetroVend, and Duncan - all of which achieved gains of $30 \%$ or more. Markets for De-Sta-Co Manufacturing (auto and refrigeration compressor valves), Ronningen-Petter (filtration systems) and Wittemann (CO(2) recovery systems) remained soft and profits of these companies declined by almost $\$ 3$ million. Dover Resources begins the fourth quarter with a backlog $7 \%$ less than at the start of the third quarter. Resources is hopeful that its fourth quarter will also show a year-over-year earnings improvement but a new record quarterly level appears unlikely.

## Dover Elevator:

Dover Elevator again earned more than $\$ 25$ million in a single quarter with a $3 \%$ gain in earnings on a $2 \%$ sales increase. The gains from on-going operations were even higher, Elevator's European operations were included in last year's third quarter results, but not this year's because these operations were sold effective at June 30. North American sales rose $9 \%$ from last year and earnings by a higher percentage. Orders for new elevators improved $25 \%$, with gains in both North America and Asia, pushing manufacturing and construction backlog up more than $20 \%$ from a year ago. The hydraulic elevator market continues to be strong and should set new volume records this year for the industry and for Dover. Following the sale of the European companies, service and repair activities now provide more than half of DEI's profits on less than half of revenues. Several initiatives are under way in North America to stimulate after-market growth by providing new and improved services to elevator operators. Dover Elevator is continuing to relocate work from its Horn Lake, Mississippi manufacturing facility to two other plants that are being expanded, and plans to close the Horn Lake plant in 1998. Fourth quarter profits should continue strong.

Outlook:

Dover expects to achieve record earnings in 1997, up more than $10 \%$ from \$3.01 last year - excluding gains from the sale of three businesses that added $\$ .44$ per share to 1996 earnings and $\$ .23$ to 1997 , as well as any special charges or gains that might arise in this year's fourth quarter. The Company believes its outlook for 1998 is quite positive.

PART II OTHER INFORMATION
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: October 23, 1997
/s/ John F. McNiff
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John F. McNiff, Vice President and Treasurer

Date: October 23, 1997
/s/ Alfred Suesser

Alfred Suesser, Controller and Assistant Treasurer

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE DOVER CORPORATION QUARTERLY REPORT TO STOCKHOLDERS FOR THE THREE MONTHS ENDED SEPTEMBER 31, 1997 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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DEC-31-1997
JUL-01-1997 SEP-30-1997

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21, 239
854, 309
28, 319
544, 305
1,607,850
1,211,835
$(670,401)$
3,244,582
1,252,390

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117,148
1,508,478
3,244,582
$3,326,536$
3,326,536
2,190, 096
2, 885,440
$(6,448)$
34,681
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160, 962
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