

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(D) OF
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): December 1, 2000

DOVER CORPORATION
(Exact name of registrant as specified in its charter)STATE OF DELAWARE
(State or other jurisdiction
of incorporation)1-4018
(Commission
File Number)53-0257888
(IRS 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

Item 9. Regulation FD Disclosure

On December 1, 2000, Mr. David S. Smith, Vice President - Finance and Chief Financial Officer is making a presentation at the Lehman Brothers Industrial Select Conference. Mr. Smith's presentation materials are being furnished as an Exhibit with this Report. The presentation materials provide information through September 30, 2000 and headings or terms such as "2000" or "Year to Date" refer to the financial period through September 30, 2000. The presentation materials are also available on the Company's website, <http://www.dovercorporation.com>, in the section marked "Presentations", where they will remain available for approximately 30 days.

While the Company does not believe that the presentation includes any previously non-public material information, the Company has elected to furnish this information in this Report and make the information available on its website to the general investing public.

Certain statements made in this Report (including the Exhibit) may be "forward looking" statements within the meaning of applicable securities laws. These statements may relate to matters such as anticipated financial performance, business prospects, technological developments, new products, expectations for market segments and growth. "Forward looking" statements are subject to inherent uncertainties and risks including, among other things: increasing competition; technological developments; and the ability to continue to introduce competitive new products and services on a timely, cost-effective basis. Please refer to the paragraph in the Company's Annual Report on Form 10-K under the heading "Special Notes Regarding Forward Looking Statements" for other such factors and further information about forward looking statements. In light of these risks and uncertainties, actual events and results may vary significantly from those included in, or contemplated or implied by, such forward looking statements. You are cautioned not to place undue reliance on such statements. The Company undertakes no obligation to update these statements. In addition, this Report (including the Exhibit) may contain information from third parties which the Company believes is reliable, but as to which the Company expressly denies any responsibility as to its accuracy or reliability.

Item 7. Financial Statements and Exhibits

(c) Exhibits.

The following Exhibits are furnished as part of Item 9 of the Report:

- 99.1 Materials used at the Lehman Brothers Industrial Select Conference, December 1, 2000.

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 hereunto duly authorized.

DOVER CORPORATION
(Registrant)

Date: December 1, 2000

By /s/ Robert G. Kuhbach

Robert G. Kuhbach, Vice President,
General Counsel & Secretary

EXHIBIT INDEX

EXHIBIT NO. -----	DESCRIPTION -----
99.1	Materials used at the Lehman Brothers Industrial Select Conference, December 1, 2000.



**Lehman Brothers Industrial Select
Conference
December 1, 2000**

David S. Smith
Vice President, Finance & CFO



Forward Looking Statements

Certain statements made in today's presentation, both written and oral, may be forward looking statements within the meaning of applicable securities laws. These statements may relate to matters such as anticipated financial performance, business prospects, technological developments, new products, expectations for market segments and growth. Forward looking statements are subject to inherent uncertainties and risk including, among other things: increasing competition; technological developments; and the ability to continue to introduce competitive new products and services on a timely, cost-effective basis. Please refer to the paragraph in the Company's Annual Report on Form 10-K under the heading "Special Notes Regarding Forward Looking Statements" for other such factors and further information about forward looking statements. In light of these risks and uncertainties, actual events and results may vary significantly from those included in, or contemplated or implied by, such forward looking statements. You are cautioned not to place undue reliance on such statements. The Company undertakes no obligation to update these statements. In addition, today's presentation may include information from third parties which the Company believes is reliable, but as to which the Company expressly denies any responsibility as to accuracy or reliability.

**In this presentation, the phrase 'Year to Date' means thru September 30, 2000

Dover Investment Thesis

Dover Characteristics:

- Consistent, superior earnings growth performance and shareholder returns.
- Excellent niche market leadership businesses (and getting better).
- Long-term value creation focused management.
- Proven management, management process, organizational philosophy and culture.
- Shareholder focused cash flow deployment.
- Current performance profile exciting.

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Dover Growth Strategy: Focus on Value Creation

Priorities:

1. Grow Internally
 - Increase market share
 - Innovate
 - Create Customer Value & Get Paid
 - Add-on Acquisition
2. Acquire New Businesses
 - Disciplined Process
 - Realistic Pricing
3. Buy Stock or Hold Cash (Debt Reduction)

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Dover EPS CAGR*

1 year	30.60%
5 year	16.88%
10 Year	12.91%
20 year	11.97%

* earnings per diluted common share (continuing)

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Market Leadership Businesses

- 52 Businesses in 1999 (now 54 with Triton and OK International acquisitions).
 - 41 are #1 in their niche markets
 - 7 are #2 in their markets
 - the rest are just very profitable!
- Focus is on internal operational improvement and growth via internal product and market development and add-on acquisitions that improve product portfolio and market position.

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Dover Companies are Leaders in Many Niche Markets



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Current Performance Exciting

- Dover YTD Sales up 26%
- Pre-Tax Earnings up 40%
- EPS up 46%
- Long Term Investment in Technology Businesses yielding both high growth (up 225% from last "peak market" and high returns (estimated 30%+ pre-tax return on identifiable assets)
- "Industrial" segments improve earnings by 17% with strong growth prospects
- Add-on Acquisition program is sustainable source of "organic growth"

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Business Segment Earnings Results

(\$ in millions)	<u>1996</u>	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>9/30/00</u>
CB Assembly / Test	\$ 85	\$ 147	\$ 90	\$ 154	\$ 216
Electronic Components	31	39	31	48	71
Imaje	<u>56</u>	<u>57</u>	<u>57</u>	<u>59</u>	<u>48</u>
Technologies	172	243	178	261	335
Industries	129	145	173	203	169
Diversified	123	123	164	177	138
Resources	116	130	144	128	117
Corporates (5)	<u>(33)</u>	<u>(30)</u>	<u>(40)</u>	<u>(44)</u>	<u>(37)</u>
EBITAQ	507	611	619	725	722
Gain on dispositions				10	12
Interest	(30)	(36)	(57)	(35)	(63)
Acquisitions Write-offs	<u>(51)</u>	<u>(83)</u>	<u>(73)</u>	<u>(85)</u>	<u>(69)</u>
Pretax	\$ 426	\$ 492	\$ 489	\$ 615	\$ 602
EPS	\$1.24	\$1.43	\$1.45	\$1.90	\$1.91

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DOVER TECHNOLOGIES

(\$ in millions)	Third Quarter			Year to Date		
	<u>2000</u>	<u>1999</u>	<u>%Change</u>	<u>2000</u>	<u>1999</u>	<u>%Change</u>
Sales	565	400	41.1%	1,559	1,023	52.3%
Segment Earnings	116	74	56.7%	311	148	110.5%
Operating Margin	20.5%	18.5%		20.0%	14.4%	

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TECHNOLOGIES: Exciting Current Performance

(\$ in millions)	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>2000</u> <u>YTD</u>
SEC:				
SALES	272	282	327	363
EARNINGS*	39	31	46	71
CBAT:				
SALES	852	745	939	674
EARNINGS*	147	90	153	215
TOTAL SALES*	1,124	1,027	1,266	1,037
TOTAL EARNINGS*	186	121	199	286
% DOVER TOTAL*	29.0%	18.4%	25.9%	37.7%

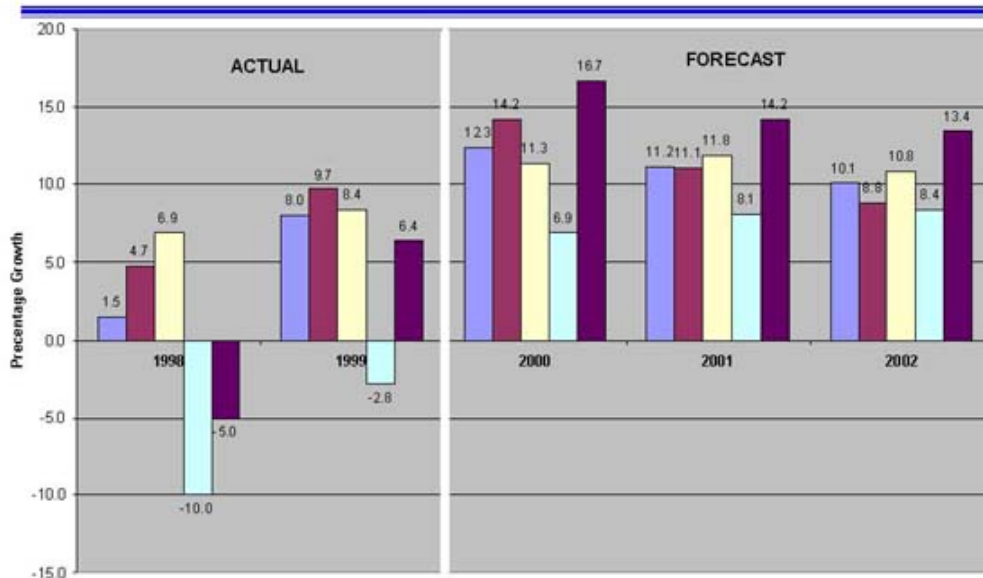
* Excluding corporate expense and acquisition write-offs.

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TECHNOLOGIES' END MARKETS Growing Rapidly

Global Equipment Production Annual Growth



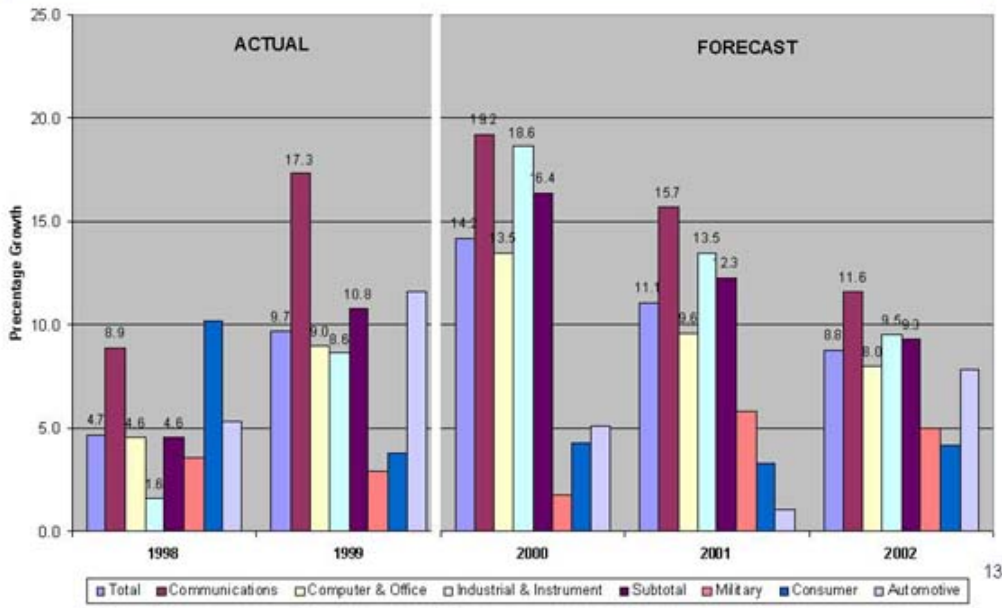
Source: Henderson Electronic Forecasts, 11/00

World United States W. Europe Japan Four Tigers

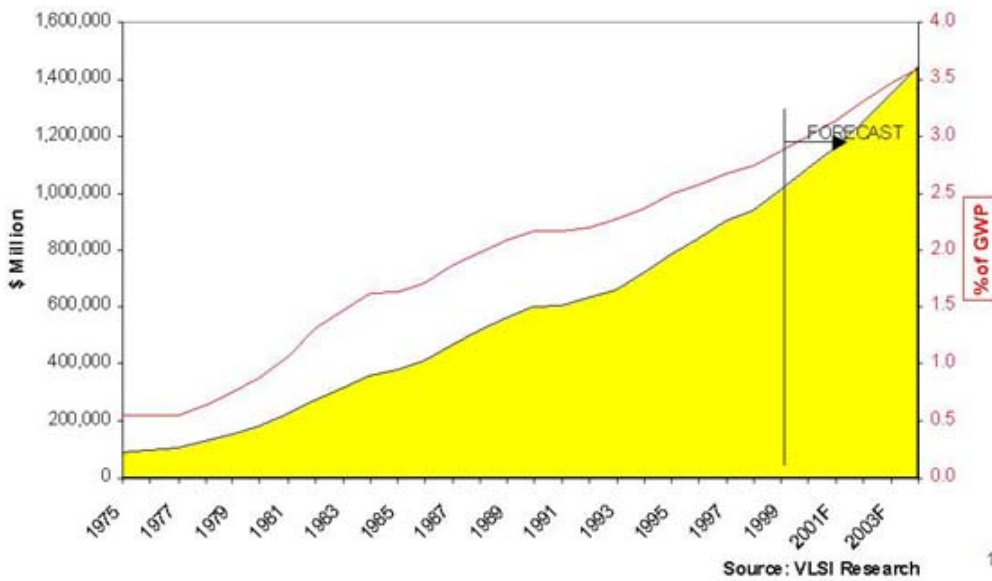
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TECHNOLOGIES' END MARKETS Growing Rapidly

US Equipment Production Annual Growth Rates



TECHNOLOGIES' MARKET TRENDS Worldwide Electronics Production



Source: VLSI Research

- Circuit Board Assembly and Test (CBAT)
 - Universal -- Automated assembly equipment for circuit boards and semiconductors
 - DEK -- Screenprinting for surface mount circuit boards and semiconductors
 - Vitronics Soltec -- Automated soldering equipment for circuit boards
 - Everett Charles -- Testing for circuit boards and semiconductors

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**A Sample Dover Growth Story--
Electronic Components**

- SEC is a "typical" Dover story"
- SEC originated with K&L acquisition in 1983
 - Five acquisitions for \$62 million, 1983-87 (largely defense electronics)
 - Eight acquisitions for \$97 million, 1992-97 (data/telecom/networking)
 - Two acquisitions for \$52 million since 1997
- Focused product development / R&D / production investment throughout on datacom / telecom / networking markets -- which are 90% of the 2000 estimated revenue

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Exciting Growth Prospects: Specialty Electronic Components

PRODUCTS

Components

- Ceramic capacitors
- Ferrite transformers
- Precision crystals

Precision devices

- Oscillators
- RF & microwave filters
- Microwave sources
- Coaxial switches

Multifunction integrated assemblies

- Synthesizers
- Transceivers
- Switch matrices
- Filter/amplifier assemblies
- Timing recovery units

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DOVER RESOURCES

(\$ in millions)	Third Quarter			Year to Date		
	2000	1999	%Change	2000	1999	%Change
Sales	226	191	18.3%	662	575	15.2%
Segment Earnings	29	25	17.6%	95	76	23.6%
Operating Margin	12.8%	12.9%		14.3%	13.3%	

- Two Add-On Acquisitions.
- "Oil Patch" companies and C. Lee Cook performing very well; outlook positive.
- Petroleum retail margins suffering, creating challenge for OPW.
- Process industries activity "erratic".
- Tulsa Winch "roll-up" in Industrial Manufacturing sector.

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(\$ in millions)	Third Quarter			Year to Date		
	2000	1999	%Change	2000	1999	%Change
Sales	314	292	7.6%	939	844	11.2%
Segment Earnings	49	45	8.0%	151	131	14.9%
Operating Margin	15.5%	15.5%		16.0%	15.5%	

- Very Strong Improvements at Heil Environmental offset to a large degree by impact of industry weakness at Heil Trailer.
- Automotive Service and Food Service Equipment businesses with very solid double digit growth.
- Acquisitions add to growth, but mixed results vs. expectations YTD.

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(\$ in millions)	Third Quarter			Year to Date		
	2000	1999	%Change	2000	1999	%Change
Sales	287	268	6.9%	867	760	14.1%
Segment Earnings	39	40	-1.9%	117	102	14.5%
Operating Margin	13.7%	14.9%		13.5%	13.4%	

- Market weakness hurting Hill Phoenix (retail store refrigerator cases), and Sargent (aerospace products).
- Add-on Acquisitions have been a very important contributor to segment improvements.
- Belvac turn around a major contributor to performance improvements.

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Continuous Investment in Operational Improvement

(\$ in millions)

	<u>1995</u>	<u>1996</u>	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>Total</u>
Capital Expenditures	92	114	122	126	130	584
R&D	85	94	107	131	139	556

- Not “capital intensive”.
- Continuous productivity improvement and growth is first investment priority.
- New product development introduction to enhance market penetration.

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Operational Improvement Philosophy

- No Dover business system. Each Dover company adapts these to fit its particular needs; we do not believe in “one size fits all” corporate dictates.
- Dover is proficient at a wide variety of well-known “methodologies”:
 - Six Sigma
 - Kaizen
 - Lean Manufacturing
 - Total Cycle Time Reduction
 - Demand Flow Manufacturing
- Collaboration encouraged and supported.
- Corporate “sponsorship” is offered
 - Schonberger example

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Acquisition Track Record Demonstrates Core Competency

Year	Transactions	Add-ons	Stand-alones	Invested ^{\$(000's)}
1989	-	-	-	\$ -
1990	2	-	2	85,634
1991	2	2	-	3,315
1992	4	2	2	100,961
1993	12	8	4	312,480
1994	10	8	2	185,324
1995	9	7	2	323,291
1996	10	8	2	281,711
1997	17	15	2	261,460
1998	14	10	4	556,019
1999	18	15	3	599,171
2000	18	17	1	333,020
Total	116	92	24	3,042,392 ²³

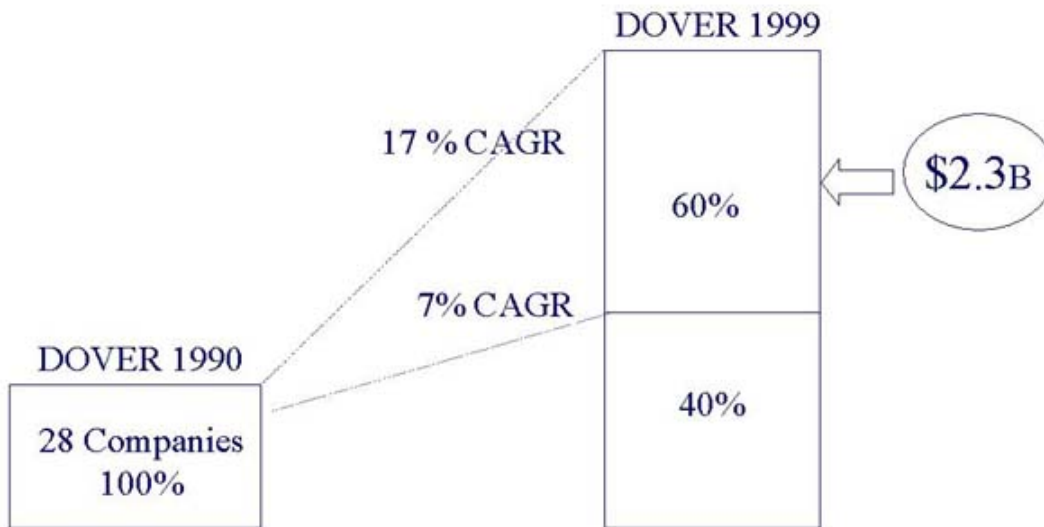


Acquisitions -- Core Competency At All Levels of Dover Corporation

- Dover criteria -- premier, niche manufacturing businesses with operating margins +15%, priced to add shareholder value.
- Acquisition process "mentored" at Corporate:
 - acquisition process training / quality control
 - sourcing / networking
 - internal and external communication, project resourcing
 - increasing international focus
- Acquisitions process led by presidents and corporate management:
 - 70% of Dover companies have done add-ons (the rest are too new to Dover)
- Liberal use of external resources where appropriate

Result: Virtual "deal team" of hundreds

ACQUISITION CORE COMPETENCY HELPS DRIVE EARNINGS GROWTH



Shareholder Value Creation: Opportunistic Share Repurchases

(millions)

	<u>Dollars</u>	<u>Shares</u>	<u>Average Price</u>
1990 - 1995	240.6	24.6	\$ 9.76
1996	62.9	2.9	\$21.88
1997	86.3	3.3	\$26.50
1998	106.3	3.3	\$32.69
1999	671.7	18.5	\$36.40
<u>2000</u>	<u>3.9</u>	<u>0.1</u>	<u>\$42.50</u>
Total	1,171.6	52.6	\$22.27

- Buyback intentions rarely “announced”.
- Buybacks executed when price is favorable.
- Corporate development activity measured against acquiring Dover stock.

Dover's Unique Culture and Management Style / Philosophy

- High standards of performance, intellectual caliber, competitiveness, ethics:
 - continuity of management
 - promotion from within, and recruit stars
- Enable and empower those closest to market.
 - atmosphere of trust; leads to responsibility
 - treat Company presidents as if they own the businesses
- Surround with questions => few directives.
- Oversight by experienced operational managers who have been there.

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Management Wealth Tied to Shareholder Wealth

- Performance vs. "plan" never impacts compensation.
- Cash payouts tied to three-year earnings growth and return on investment.
- Reward system reaches throughout management team. Cash payouts and executive stock options program has about 300 participants, and another employee stock option incentive program has about 700 participants.

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Dover Outlook

- Technologies positioned for continued growth (though perhaps at a less "furious" pace).
- Improved results in Oil & Gas exploration and development and process industry.
- Recent acquisitions will contribute meaningfully in 2001.
- Industrial businesses, in aggregate, are poised to show growth consistent with historical performance.
- Basic management style will not change.