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

## Delaware

(State of Incorporation)
No.)

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

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 $15(\mathrm{~d})$ 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 202,418,750.

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Net sales
Cost of sales

Gross profit
Selling \& administrative expenses
Operating profit
Other deductions (income):
Interest expense
Interest income
Foreign exchange
Loss (gain) on sale of equity securities
All other, net

## Total

Earnings before taxes on income
Federal \& other taxes on income

Net earnings from continuing operations
Gain (loss) on sale of discontinued business, net of tax

Net earnings

Weighted average number of common shares outstanding during the period:

- Basic
- Diluted

Net earnings per common share:

- Basic

Gain (loss) on sale
Net earnings

- Diluted

Gain (loss) on sale
Net earnings

| UNAUDITED |  |  |  |
| :---: | :---: | :---: | :---: |
| 2001 |  | 2000 |  |
| \$ | 1, 088,554 | \$ | 1,390,486 |
|  | 782, 286 |  | 876,243 |
|  | 306, 268 |  | 514, 243 |
|  | 286,177 |  | 288,813 |
|  | 20,091 |  | 225,430 |
|  | 21,456 |  | 27,007 |
|  | $(3,563)$ |  | $(1,656)$ |
|  | $(2,375)$ |  | 1,386 |
|  | - - |  | $(13,741)$ |
|  | 1,137 |  | $(1,540)$ |
|  | 16,655 |  | 11,456 |
|  | 3,436 |  | 213,974 |
|  | 829 |  | 69,512 |
|  | 2,607 |  | 144,462 |
|  | -- |  | $(13,595)$ |
| \$ | 2,607 | \$ | 130, 867 |

$=========$

204, 210
=====ニ=====
\$ 0.01
===========
$\qquad$
\$ 0.01
===========
\$ 0.01
===========
--.-----
\$ 0.01
===========

\$ 0.71

(0.06)

\$ 0.65
===========
\$ 0.71
===========
(0.07)
\$ 0.64
==========

See Notes to Consolidated Financial Statements.

|  | UNAUDITED |  |  |
| :---: | :---: | :---: | :---: |
|  |  | 2001 | 2000 |
| Net earnings | \$ | 2,607 | \$ 130,867 |
| Other comprehensive earnings, net of tax: |  |  |  |
| Foreign currency translation adjustments |  | 35,411 | $(9,134)$ |
| Unrealized gains (losses) on securities: |  |  |  |
| Unrealized holding gains (losses) arising during period |  | (428) | $(7,627)$ |
| Less: reclassification adjustment for gains (losses) included in net earnings |  | - - | 8,994 |
| Unrealized gains (losses) on securities (tax -\$231 in 2001 and -\$8,924 in 2000) |  | (428) | $(16,621)$ |
| Other comprehensive earnings |  | 34,983 | $(25,755)$ |
| Comprehensive earnings | \$ | 37,590 | \$ 105, 112 |

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
Loss (gain) on dispositions and sale of equity securities
All other, net
Total
Earnings before taxes on earnings
Federal \& other taxes on earnings
Net earnings from continuing operations
Gain (loss) on sale of discontinued business, net of tax
Net earnings

Weighted average number of common shares
outstanding during the period

- Basic
- Diluted

Net earnings per common share:

- Basic

Gain (loss) on sale

| UNAUDITED |  |  |  |
| :---: | :---: | :---: | :---: |
| 2001 |  |  | 2000 |
| \$ | 3,474,691 | \$ | 4, 021, 029 |
|  | 2,368,562 |  | 2,542,226 |
|  | 1,106,129 |  | 1,478,803 |
|  | 862,637 |  | 833,790 |
|  | 243,492 |  | 645, 013 |
|  | 70,961 |  | 68,445 |
|  | $(13,500)$ |  | $(6,072)$ |
|  | $(2,501)$ |  | $(1,247)$ |
|  | $(172,367)$ |  | $(12,341)$ |
|  | $(8,519)$ |  | $(6,151)$ |
|  | $(125,926)$ |  | 42,634 |
|  | 369,418 |  | 602,379 |
|  | 144,427 |  | 203, 865 |
|  | 224, 991 |  | 398,514 |
|  | -- |  | $(13,595)$ |
| \$ | 224,991 | \$ | 384, 919 |

202, 937 =========== 204, 736

| Net earnings | \$ | 1.11 | \$ | 1.90 |
| :---: | :---: | :---: | :---: | :---: |
| - Diluted | \$ | 1.10 | \$ | 1.95 |
| Gain (loss) on sale |  | -- |  | (0.07) |
| Net earnings | \$ | 1.10 | \$ | 1.88 |

See Notes to Consolidated Financial Statements.

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DOVER CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF COMPREHENSIVE EARNINGS NINE MONTHS ENDED SEPTEMBER 30,
(000 OMITTED)
Net earnings
Other comprehensive earnings, net of tax:
Foreign currency translation adjustments
Unrealized gains (losses) on securities:
Unrealized holding gains (losses) arising during period
Less: reclassification adjustment for gains (losses)
included in net earnings

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

Retained earnings at January 1
Net earnings

Deduct:
Common stock cash dividends
$\$ 0.385$ per share (\$0.355 in 2000)
Retained earnings at end of period

| UNAUDITED |  |
| :---: | :---: |
| 2001 | 2000 |
| \$3, 252, 319 | \$2,830,175 |
| 224,991 | 384, 919 |
| 3,477,310 | 3,215,094 |

See Notes to Consolidated Financial Statements.
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
Goodwill, net of amortization
Other intangible assets, net of amortization
Deferred charges \& other assets

| \$ | 221,781 | \$ | 181,399 |
| :---: | :---: | :---: | :---: |
|  | 521 |  | 5,341 |
|  | 762,885 |  | 903,177 |
|  | 744,495 |  | 783,200 |
|  | 104,742 |  | 101, 732 |
|  | 1,834,424 |  | 1,974,849 |
|  | 1,752,350 |  | 1,683,491 |
|  | $(977,295)$ |  | $(927,943)$ |
|  | 775, 055 |  | 755,548 |
|  | 1,904,823 |  | 1,896,715 |
|  | 245,701 |  | 181,924 |
|  | 68, 099 |  | 83, 080 |
|  | 4,828,102 | \$ | 4,892,116 |

## 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

| \$ 212,223 | \$ 839,880 |
| :---: | :---: |
| 9,118 | 2,657 |
| 224,335 | 277,910 |
| 170,739 | 178,280 |
| 46,918 | 45,855 |
| 253,650 | 209,247 |
| 119,401 | 50,811 |
| 1,036,384 | 1,604,640 |
| 1,038,649 | 631,846 |
| 80,745 | 67,381 |
| 131,425 | 146,674 |
| -- |  |
| 237,142 | 236,944 |
| 53,065 | 48,552 |
| $(129,588)$ | $(112,711)$ |
| (36) | 3,132 |
| $(129,624)$ | $(109,579)$ |
| 3,399,091 | 3,252,319 |
| 3,559,674 | 3,428,236 |
| 1,018,775 | 986,661 |
| 2,540,899 | 2,441,575 |
| \$ 4, 828,102 | \$ 4,892,116 |

See Notes to Consolidated Financial Statements.
Cash flows from operating activities:
Net earnings
Adjustments to reconcile net earnings to net cash from operating activities:
(Gain) loss on sale of discontinued business, net
Depreciation
Amortization - goodwill
Amortization - other
Net increase (decrease) in deferred taxes
Net increase (decrease) in LIF0 reserves
Increase (decrease) in deferred compensation
(Gain) loss on sale of business
Other, net
Changes in assets \& liabilities (excluding acquisitions and dispositions):
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 from operating activities

| Cash flows from (used in) investing activities: |  |  |
| :---: | :---: | :---: |
| Additions to property, plant \& equipment | $(131,342)$ | $(134,537)$ |
| Acquisitions, net of cash \& cash equivalents | $(268,115)$ | $(314,084)$ |
| Proceeds from sale of business | 358,916 | 1,771 |
| Proceeds from sale of equity investment |  | 14,185 |
| Net cash from (used in) investing activities | $(40,541)$ | $(432,665)$ |
| Cash flows from (used in) financing activities: |  |  |
| Increase (decrease) in notes payable | $(630,001)$ | 527,978 |
| Increase (decrease) in long-term debt | 401,938 | 14,465 |
| Purchase of treasury stock | $(32,114)$ | $(3,928)$ |
| Proceeds from exercise of stock options | 2,975 | 7,046 |
| Cash dividends to stockholders | $(78,219)$ | $(72,076)$ |
| Net cash from (used in) financing activities | $(335,421)$ | 473,485 |
| Discontinued operations - tax payments | -- | $(306,515)$ |
| Net increase (decrease) in cash \& cash equivalents | 40,382 | 72,822 |
| Cash \& cash equivalents at beginning of period | 181,399 | 138,038 |
| Cash \& cash equivalents at end of period | \$ 221, 781 | \$ 210, 860 |

See Notes to Consolidated Financial Statements.

| SALES | Third quarter ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  | 2000 |  | Percent Change |
| Dover Technologies | \$ | 269, 202, 000 | \$ | 564, 988, 000 | -52\% |
| Dover Industries |  | 289, 600, 000 |  | 314, 037, 000 | -8\% |
| Dover Diversified |  | 294,558, 000 |  | 286,772, 000 | 3\% |
| Dover Resources |  | 236,574, 000 |  | 226,311, 000 | 5\% |
| Total (after intramarket eliminations) |  | 088,554,000 |  | 390, 486, 000 | -22\% |
| EARNINGS |  |  |  |  |  |
| Dover Technologies | \$ | $(53,528,000)$ | \$ | 116, 038, 000 | -146\% |
| Dover Industries |  | 32,598, 000 |  | 48,762, 000 | -33\% |
| Dover Diversified |  | 21,170, 000 |  | 39,313, 000 | -46\% |
| Dover Resources |  | 26,517, 000 |  | 28,985,000 | -9\% |
| Subtotal |  | 26,757,000 |  | 233, 098, 000 | -89\% |
| Gain on sale of equity securities |  | (-- |  | 13,741,000 |  |
| Corporate expense |  | $(5,429,000)$ |  | $(7,337,000)$ | -26\% |
| Net interest expense |  | $(17,892,000)$ |  | $(25,528,000)$ | -30\% |
| Earnings before taxes on income |  | 3,436, 000 |  | 213, 974, 000 | -98\% |
| Taxes on income |  | 829, 000 |  | 69,512,000 | -99\% |
| Net earnings - Continuing Operations |  | 2,607,000 |  | 144, 462, 000 | -98\% |
| Loss on sale of discontinued operations, net of tax** |  | - - |  | $(13,595,000)$ |  |
| Net earnings | \$ | 2,607,000 |  | 130, 867, 000 | -98\% |
| Net earnings per diluted common share - Continuing |  | \$ 0.01 |  | \$ 0.71 | -98\% |
| Discontinued | \$ | -- |  | \$ (0.07) |  |
| Net earnings per diluted common share | \$ | 0.01 | \$ | 0.64 | -98\% |
| Average number of diluted shares outstanding |  | 204,210,000 |  | 204,736,000 |  |
| Impact of acquisition write-offs on diluted EPS: |  |  |  |  |  |
| EPS - Continuing | \$ | 0.01 | \$ | 0.71 | -99\% |
| Goodwill write-offs (net of tax) |  | 0.05 |  | 0.04 |  |
| EPS before goodwill |  | 0.06 |  | 0.75 | -92\% |
| Other acquisition write-offs (net of tax) |  | 0.05 |  | 0.05 |  |
| EPS before all acquisition write-offs | \$ | 0.11 | \$ | 0.80 | -86\% |

On January 5, 1999, Dover completed the sale of its elevator business to Thyssen Industrie AG for $\$ 1.16$ billion resulting in a net gain of $\$ 523.9$ million in 1999. The loss of $\$ 13.6$ million in 2000 reflects subsequent adjustments to both the purchase price and expenses related to the sale.

| SALES | Nine months ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  | 2000 |  |  |
| Dover Technologies |  | 1, 005, 482, 000 |  | 558, 706, 000 | -35\% |
| Dover Industries |  | 888, 690, 000 | \$ | 939, 367, 000 | -5\% |
| Dover Diversified |  | 865, 555, 000 |  | 866,722,000 |  |
| Dover Resources |  | 719,265,000 |  | 661, 973, 000 | 9\% |
| Total (after intramarket eliminations) |  | 3,474, 691, 000 |  | 021, 029, 000 | -14\% |
| EARNINGS |  |  |  |  |  |
| Dover Technologies | \$ | ( 4, 803, 000 ) | \$ | 311,177, 000 | -102\% |
| Dover Industries |  | 109, 990, 000 |  | 150,679, 000 | -27\% |
| Dover Diversified |  | 78,115,000 |  | 116, 992, 000 | -33\% |
| Dover Resources |  | 88,381, 000 |  | 94,538, 000 | -7\% |
| Subtotal |  | 271,683,000 |  | 673,386,000 | -60\% |
| Gain on dispositions and sale of equity securities |  | 172,367,000 |  | 12,341, 000 |  |
| Corporate expense |  | (17, 172, 000 ) |  | ( $20,454,000)$ | -16\% |
| Net interest expense |  | $(57,460,000)$ |  | $(62,894,000)$ | -9\% |
| Earnings before taxes on income |  | 369,418, 000 |  | 602,379, 000 | -39\% |
| Taxes on Income |  | 144, 427,000 |  | 203, 865,000 | -29\% |
| Net earnings - Continuing Operations |  | 224, 991,000 |  | 398,514, 000 | -44\% |
| Loss on sale of discontinued operations, net of tax** |  | - - |  | $(13,595,000)$ |  |
| Net earnings | \$ | 224, 991,000 | \$ | 384, 919, 000 | -42\% |
| Net earnings per diluted common share - Continuing * | \$ | 1.10 | \$ | 1.95 | -44\% |
| Discontinued | \$ | -- | \$ | (0.07) |  |
| Net earnings per diluted common share | \$ | 1.10 | \$ | 1.88 | -41\% |
| Average number of diluted shares outstanding |  | 204,210,000 |  | 204,736,000 |  |
| Impact of acquisition write-offs on diluted EPS: |  |  |  |  |  |
| EPS - Continuing * | \$ | 1.10 | \$ | 1.95 | -44\% |
| Goodwill write-offs (net of tax) |  | 0.16 |  | 0.14 |  |
| EPS before goodwill * |  | 1.26 |  | 2.09 | -40\% |
| Other acquisition write-offs (net of tax) |  | 0.11 |  | 0.12 |  |
| EPS before all acquisition write-offs * | \$ | 1.37 | \$ | 2.21 | -38\% |

2001 includes gain on sale of businesses of \$.45.
On January 5, 1999, Dover completed the sale of its elevator business to Thyssen Industrie AG for $\$ 1.16$ billion resulting in a net gain of $\$ 523.9$ million in 1999. The loss of $\$ 13.6$ million in 2000 reflects subsequent adjustments to both the purchase price and expenses related to the sale.

DOVER CORPORATION AND SUBSIDIARIES
MARKET SEGMENT IDENTIFIABLE ASSETS
(000 OMITTED)
UNAUDITED
September 30, December 31, 2001

| Dover Technologies | \$1,390,516 | \$1,537, 268 |
| :---: | :---: | :---: |
| Dover Industries | 1,130,435 | 1,088,640 |
| Dover Diversified | 1,182,566 | 1,211,151 |
| Dover Resources | 924,216 | 928,841 |
| Corporate | 200,369 | 126,316 |
| Consolidated Total | \$4,828,102 | \$4,892,116 |

"Corporate" - principally cash and equivalents and marketable securities.
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## DOVER CORPORATION

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2001

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 :

|  | (000 omitted) |  |
| :---: | :---: | :---: |
|  | UNAUDITED September 30, 2001 | $\begin{gathered} \text { December } 31, \\ 2000 \end{gathered}$ |
| Raw materials | \$295, 491 | \$311, 211 |
| Work in progress | 206,688 | 217,678 |
| Finished goods | 275,429 | 290,178 |
| Total | 777,608 | 819,067 |
| Less LIFO reserve | 33,113 | 35,867 |
| Net amount per balance sheet | \$744,495 | \$783,200 |

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 | ```Unrealized Holding Gains (losses)``` |
| Beginning balance | \$ (109, 579$)$ | $(112,711)$ | 3,132 |
| Current-period change | $(20,045)$ | $(16,877)$ | $(3,168)$ |
| Ending balance | \$ (129, 624$)$ | \$ (129,588) | \$ (36) |

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 on March 13, 2001.

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 non-vested restricted stock and assumed stock option exercises. The diluted EPS computation was made using the treasury stock method.

In accordance with Statement of Financial Accounting Standards ("SFAS") No. 115, "Accounting for Certain Investments in Debt and Equity Securities", marketable securities are classified as available-for-sale and are recorded at current market value. Net unrealized gains and losses on marketable securities available for sale are credited or charged to Other Comprehensive Earnings.

At September 30, 2001 the fair value, cost basis and gross unrealized losses on available-for-sales securities are approximately $\$ .5$ million, $\$ .6$ million and \$. 1 million, respectively.

In June 2000, the FASB issued statement of Financial Accounting Standards No. 138, "Accounting for Certain Derivative Instruments and Certain Hedging Activities -- an Amendment of FASB Statement No. 133", effective for all fiscal quarters of all fiscal years beginning after June 15, 2000. The Company has adopted the statement and it has not had a material impact on the consolidated results of operations or financial position and related disclosure requirements.

In July of 2001, the Financial Accounting Standards Board (the "FASB") issued two new standards; SFAS No. 141 "Business Combinations" and SFAS No. 142 "Goodwill and Other Intangible Assets." SFAS No. 141 prohibits the pooling-of-interests method of accounting for business combinations and prescribes criteria for the initial recognition and measurement of goodwill and other intangible assets. SFAS No. 141 is effective for all business combinations completed after June 30, 2001. The adoption of SFAS No. 141 for the two third quarter acquisitions did not have a material effect on the Company's financial results.

SFAS No. 142, which is for the Company effective January 1, 2002, establishes new guidelines for accounting for goodwill and other intangible assets. The provisions of SFAS No. 142 state that goodwill and indefinite-lived intangible assets will no longer be amortized and that goodwill and indefinite-lived intangible assets will be tested for impairment at least annually. Transitional goodwill impairment tests must be completed within six months of the date of adoption of SFAS No. 142. The Company is still assessing the potential impact of SFAS No. 142 on its results of operations and financial position.

Goodwill amortization expense for the nine months ended September 30, 2001 was $\$ 40.0$ million and amortization related to other intangible assets was $\$ 13.2$ million.

On August 16, 2001, the FASB issued Statement of Financial Accounting Standards SFAS No. 143, "Accounting for Asset Retirement Obligation", which is effective for financial statements issued for fiscal years beginning after June 15, 2002. The pronouncement addresses the recognition and remeasurement of obligations associated with the retirement of a tangible long-lived asset. On October 3, 2001, the FASB issued SFAS No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets", which is effective for financial statements issued for fiscal years beginning after December 15, 2001. SFAS 144 applies to all long-lived assets (including discontinued operations) and it develops one accounting model for long-lived assets that are to be disposed of by sale. The Company is currently reviewing these statements to determine their impact on future financial statements.

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 $\$ 40.4$ million during the first nine months of 2001 as compared to the position at December 31, 2000. Proceeds from dispositions (\$358.9) net of the amounts invested in acquisitions (\$268.1 million) are the principal reasons for the increase in liquidity.

Working capital increased from $\$ 370.2$ million at the end of last year to $\$ 798.0$ million at September 30, 2001, due principally to a reduction in short-term notes payable, offsetting reductions in inventory and receivables of \$38.7 million and $\$ 140.3$ million, respectively. Capital expenditures were $\$ 131.3$ million for the first nine months of 2001 compared to $\$ 134.5$ million last year. The working capital increase and capital expenditures were primarily funded by internal cash flow and an increase in long-term debt.

Total debt levels for the quarter and on a year-to-date basis declined by $\$ 164$ million and $\$ 214$ million, respectively to $\$ 1.26$ billion. At September 30, 2001, 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 \$1,037.7 million represented $29 \%$ of total capital, a decrease of $5.5 \%$ from December 31, 2000. As a result of the favorable impact of the second quarter divestitures on book equity and the cash proceeds from the sales, which were used to reduce debt and fund acquisitions, the Company's net debt to capitalization ratio declined to its lowest level since December 1999. Going forward, this will provide substantial financial flexibility for the Company. Year to date free cash flow was $5.5 \%$ of sales.

The Company repurchased 687,200 shares in the open market during the third quarter at an average price of $\$ 32.17$, for a total of $\$ 22.1$ million. Year to date repurchases total 934,200 shares at an average price of $\$ 33.17$, for a total of $\$ 31.0$ million.

Through the end of the third quarter, Dover has invested on, a net economic basis, a total of $\$ 275.2$ million in ten add-on and one stand-alone acquisitions. Two of the add-on acquisitions were completed during the quarter at a combined investment of $\$ 35.8$ million, both in the Dover Diversified segment.

DOVER CORPORATION
ACQUISITIONS - THIRD QUARTER 2001

DATE TYPE
ACQUIRED COMPANIES
LOCATION (NEAR)
SEGMENT - OPERATING CO.
11-JUL STOCK CARRILLO SAN CLEMENTE, CA PARFORMANCE

Manufactures steel connecting rods for the professional race market segment.
16-AUG ASSET FEDERAL-MOGUL RPB GLASGOW, SCOTLAND DDI WAUKESHA

Specialized engineering hydrodynamic and magnetic bearings products and services for the power generation, oil/gas, chemical and industrial markets.

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

The Company earned $\$ .01$ per diluted share in the third quarter ended September 30, 2001 compared to $\$ .71$ per diluted share from continuing operations in the comparable period last year. Sales in the third quarter were $\$ 1.1$ billion, a $22 \%$ decline from $\$ 1.4$ billion last year.

On a year to date basis, the Company earned $\$ 1.10$ per diluted share compared to $\$ 1.95$ per diluted share from continuing operations in the comparable period last year. Sales in the nine month period ended September 30, 2001 were $\$ 3.5$ billion, a $14 \%$ decline from $\$ 4.0$ billion last year.

Earnings for the quarter included additions to inventory reserves and other charges of $\$ 53.4$ million ( $\$ 34.7$ million net of tax), or $\$ .17$ per diluted share. Excluding these extra reserves, segment earnings for the quarter were \$80.2 million, down $66 \%$ or $\$ 152.9$ million from $\$ 233.1$ million last year, and net income for
the third quarter was $\$ 37.3$ million or $\$ .18$ per diluted share, down $72 \%$ or $\$ 98.2$ million from $\$ 135.5$ million last year. These additional reserves recorded in the quarter, principally for inventory and accounts receivable, were required to adjust to current market conditions.

These depressed earnings levels and the need for additional reserves and charges resulted primarily from the continued steep decline in demand in the electronics manufacturing industry served by Dover Technologies. Adding to this was continued market weakness in most of the industrial markets served by the other three Dover segments. While several companies experienced sales slow-downs after the September 11 terrorist attacks, it remains unclear what impact these events will have on the markets the Company serves.

The continuing recession in the electronics industry led to a Dover Technologies' loss of $\$ 53.5$ million, that included inventory and other reserves of $\$ 42.4$ million. Dover Diversified's sales improved $3 \%$ while earnings declined $46 \%$, after the impact of $\$ 5.5$ million in reserves. Dover Resources improved sales by $5 \%$ on moderating strength in the oil and gas related markets and earnings decreased 9\%, after \$3 million in reserves. Dover Industries' earnings declined by $33 \%$ on an $8 \%$ decline in sales, after $\$ 2.5$ million in reserves. All four segments reported lower sales and lower earnings in the third quarter than in the second quarter.

The two add-on acquisitions completed during the quarter had a negligible impact on net income due to acquisition-related amortization and depreciation, which are typically higher in the first year after acquisition. Acquisitions completed in the last twelve months (October 1, 2000 - September 30, 2001) added $\$ 74.3$ million in sales for the quarter, with almost no impact on segment earnings after acquisition write-offs. Acquisitions completed in the last twelve months added $\$ 155.7$ million in sales and $\$ 7.7$ million in operational profit in the first nine months of 2001.

The Company also reports its pretax earnings on an EBITACQ basis (Earnings before Interest, Taxes, and non-cash charges arising from purchase accounting for Acquisitions). Third quarter EBITACQ of $\$ 46$ million was $82 \%$ lower than the prior year's third quarter. On a year to date basis, EBITACQ of $\$ 329$ million was 54\% lower than the comparable period in the prior year.

The tax rate for the third quarter was $24.1 \%$ and $39.1 \%$ for the nine months of 2001, as compared to $32.5 \%$ for the third quarter 2000 and $33.8 \%$ for the first nine months of 2000. The lower quarterly rate for 2001 reflects the impact of higher effective tax rates recorded on reserves in relation to lower earnings as compared to the third quarter in 2000.

## DOVER TECHNOLOGIES:

Dover Technologies' third quarter sales decreased $52 \%$ or $\$ 295.8$ million to $\$ 269.2$ million, generating a loss of $\$ 53.5$ million (including additional reserves of $\$ 42.4$ million) compared to earnings of $\$ 116.0$ million in the same period last year. Reserves were established, primarily for excess and obsolete inventory, and for accounts receivable and other items. The segment loss, excluding these reserves, was $\$ 11.1$ million. Acquisitions completed in the last year added approximately $\$ 31.4$ million to sales in the quarter, with a loss of $\$ 5.5$ million after acquisition write-offs.

On a year to date basis, Dover Technologies' sales decreased $\$ 553.2$ million or $35 \%$ to $\$ 1,005.5$ million. Nine-month earnings declined from $\$ 311.2$ million in the prior year to a loss of $\$ 4.8$ million in the current year. Acquisitions completed in the last year added approximately $\$ 71.0$ million to year to date sales and a loss of $\$ 18.6$ million after acquisition write-offs.

Technologies' CBAT business recorded a loss of $\$ 39.9$ million for the third quarter, including reserves of $\$ 27.7$ million, compared to earnings of $\$ 80.0$ million for last year's comparable period. Third quarter sales decreased 61\% or $\$ 221.7$ million to $\$ 143.9$ million. All CBAT operating companies experienced decreases in sales and all were unprofitable, highlighting the suddenness of the industry-wide collapse in demand. Bookings, at $\$ 109.2$ million, were down $68 \%$ from the same period last year and were $15 \%$ lower than the second quarter of 2001. The book-to-bill ratio was .76 for the third quarter. Backlog, at $\$ 44.9$ million, is approximately $20 \%$ of the level reached as recently as mid-2000, and declined $39 \%$ from the second quarter. Customer demand for CBAT's capital equipment, particularly in North America, is anemic, as virtually all customers now have excess capacity, put in place during the industry expansion in 1999 and 2000. Since there is no current indication or expectation that this market will improve soon, the substantial
headcount reductions, cost reductions and other organizational actions taken so far will likely be expanded in the fourth quarter.

On a year to date basis, CBAT sales declined $\$ 516.8$ million or $50 \%$ to $\$ 519.7$ million. A nine-month loss of $\$ 43.3$ million in the current year compares to earnings of $\$ 216.1$ million in the prior year. Year to date bookings have declined $61 \%$ or $\$ 655.3$ million to $\$ 425.7$ million.

In Technologies' SEC business, third quarter sales declined $54 \%$ or $\$ 79.6$ million from the same period last year to $\$ 67.9$ million and earnings declined $\$ 36.1$ million to a loss of $\$ 9.3$ million, which included reserves of $\$ 14.2$ million. Net bookings in the third quarter of $\$ 30.1$ million were down $85 \%$ from last year and $32 \%$ from second quarter of this year. The book-to-bill ratio was .44 for the quarter, leaving backlog at $\$ 70.0$ million at the end of the period (a $77 \%$ decline from last year and a $53 \%$ decline from the second quarter). Though a few of the SEC companies were modestly profitable in the third quarter before reserves, the demand for SEC's high-end components, particularly in the datacom/telecom and networking markets, is expected to remain weak. As a result, substantial restructuring costs are also likely to be experienced in SEC in the fourth quarter.

On a year to date basis, SEC sales declined to $\$ 332.5$ million, after an $11 \%$ or $\$ 39.0$ million decline from the prior year. Nine-month earnings of $\$ 34.2$ million in the current year compare to earnings of $\$ 67.2$ million in the prior year. Year to date bookings declined $70 \%$ from $\$ 550.2$ to $\$ 166.0$ million.

Imaje, the French-based industrial ink-jet printer and ink manufacturer, had a third quarter sales increase of $14 \%$ with earnings decreasing $10 \%$ compared with last year (measured in local currency) due to additional severance and inventory charges.

## DOVER INDUSTRIES:

Dover Industries' third quarter sales declined $8 \%$ or $\$ 24.4$ million to $\$ 289.6$ million and segment income declined $33 \%$ or $\$ 16.2$ million to $\$ 32.6$ million compared to the same period last year. Before the effect of write-offs of $\$ 2.5$ million, primarily for inventory obsolescence in two companies, segment income was $\$ 35.1$ million, a decline of $28 \%$ from the prior year. Segment bookings were down $13 \%$ to $\$ 269.6$ million and the book-to-bill ratio was .93 for the current quarter. Backlog decreased 1\% from last year and $9 \%$ from the second quarter to $\$ 187$ million. Acquisitions completed in the last year added approximately $\$ 19.3$ million to sales in the quarter, with almost no impact on segment earnings after acquisition write-offs.

On a year to date basis, Industries' sales declined $5 \%$ to $\$ 888.7$ million from $\$ 939.4$ million in the prior year contributing to an earnings decline of $27 \%$ or $\$ 40.7$ million to $\$ 110.0$ million. Year to date segment bookings were down $2 \%$ to $\$ 889.0$ million. Acquisitions completed in the last year added approximately $\$ 37.4$ million to year to date sales with almost no impact on segment earnings after acquisition write-offs.

All companies owned for a full year had lower results in the quarter than in the comparable period last year due to weak markets, except for Rotary Lift, which has gained market share and managed margins extremely well in a down market. However, with weakness in the later half of September, Rotary's outlook is unclear even as compared to a weak prior year fourth quarter.

Heil Environmental, while maintaining very respectable margins overall, repeated this year's string of lower quarterly sales and earnings comparisons to a record prior year. Sequentially, third quarter earnings were substantially behind this year's second quarter but better than the first. Marathon, influenced by similar market factors also turned in weaker comparisons. Heil Trailer was unable to repeat its favorable comparisons to last year and the prior quarter, as its market remains quite weak.

In the quarter, Tipper Tie experienced substantial improvement from the second quarter as the impact of the "mad cow" disease scare on its European market has abated, but still had negative comparisons to the prior year. Texas Hydraulics which supplies hydraulic cylinders to a variety of industrial markets, with a concentration in aerial man-lifts, is experiencing very weak markets.

Triton continued to perform below expectations, and implemented a substantial headcount reduction in the quarter as part of its recovery strategy. Somero's recent results and prospects have been badly hurt by the sharp drop in commercial construction.

Dover Diversified's third quarter sales improved $3 \%$ or $\$ 7.8$ million to $\$ 294.6$ million. After adjusting for the disposition of A-C Compressor in the second quarter of 2001 sales, increased $12 \%$ or $\$ 31.8$ million from the prior year. Segment income decreased to $\$ 21.2$ million, a $46 \%$ decline compared to the same period last year. Excluding non-recurring reserves of $\$ 5.5$ million segment income decreased $32 \%$ or $\$ 12.6$ million. The reserves were primarily for excess and obsolete inventory in businesses impacted by prolonged market downturns. After adjusting for the second quarter A-C Compressor disposition, bookings in the quarter were up $16 \%$ to $\$ 306.7$ million and the book-to-bill ratio was favorable at 1.04; backlog at the end of the quarter of $\$ 400.2$ million was $17 \%$ higher than last year and $5 \%$ higher than the second quarter. Acquisitions completed in the last year added approximately $\$ 18.3$ million to sales in the quarter, with almost no impact on segment earnings after acquisition write-offs.

On a year to date basis, Diversified's sales were consistent with prior year levels at $\$ 866.0$ million. However, nine-month earnings have declined $33 \%$ to $\$ 78.1$ million from $\$ 117.0$ million in the comparable period last year. The third quarter reserves and the earnings declines at Crenlo and Belvac more that offset improvements at Hill Phoenix, Performance Motorsports and Sargent. After adjusting for the second quarter A-C Compressor disposition, year to date bookings were up $8 \%$ to $\$ 870.6$ million. Acquisitions completed in the last year added approximately $\$ 33.0$ million to year to date sales, with almost no impact on segment earnings after acquisition write-offs.

The third quarter earnings decline at Diversified was predominantly due to very unfavorable comparisons at Crenlo, which has reported significant operating losses in each quarter this year, as compared to the mid-teens margins it reported last year. This is due to a decline in its electronics enclosures business, and weak demand in its agricultural and construction equipment cab business. A turnaround focused on realigning costs with the current market environment is being executed by Diversified management.

Tranter's earnings comparisons to the prior year deteriorated in the third quarter due to weakness in the broad industrial market it serves. Tranter's earnings were also hurt by U.S dollar strength both as it relates to the translation of its large Swedish based operations, and the impact of increased price competition in domestic markets. At Mark Andy, weak capital spending for printing machines has hurt margins, driving unfavorable comparisons.

Third quarter operating performance at Sargent, Performance Motorsports, and particularly Hill Phoenix, was strong in both absolute and comparative terms, though the degree to which the outlook for each has been tempered recently by the deteriorating market environment is uncertain.

DOVER RESOURCES:
Dover Resources' third quarter sales increased $5 \%$ or $\$ 10.3$ million to $\$ 236.6$ million, and segment earnings of $\$ 26.5$ million represented a $9 \%$ decline from last year. Excluding inventory and other reserves of $\$ 3$ million, earnings increased slightly from last year. The reserves established in the third quarter were for excess inventory in markets where weak demand has been experienced for prolonged periods. Segment bookings in the quarter were up $4 \%$ to $\$ 225.7$ million and the book-to-bill ratio was .95. Backlog is $\$ 102.2$ million, a $5 \%$ increase from last year and a $9 \%$ decrease from the second quarter. Acquisitions completed in the last year added approximately $\$ 5.4$ million to sales in the quarter, with almost no impact on segment earnings after acquisition write-offs.

On a year to date basis, Dover Resources' sales improved $\$ 57.3$ million or $9 \%$ to $\$ 719.3$ million, while year to date earnings declined $\$ 6.2$ million or $7 \%$ to $\$ 88.3$ million. Approximately $50 \%$ of the year to date decline is attributable to the third quarter inventory and other reserves of $\$ 3$ million. Segment bookings in the nine-month period ended September 30, 2001 improved $8 \%$, or $\$ 55.1$ million to $\$ 722.5$ million. Acquisitions completed during the year added approximately $\$ 14.2$ million to year to date sales with almost no impact on segment earnings after acquisition write-offs.

In the third quarter, Resources' oil and gas related businesses (Petroleum Equipment Group, C. Lee Cook and Quartzdyne) again reported substantially higher sales and earnings compared to the same period last year. Though market demand is higher than last year, third quarter results were not as strong as those of this year's second quarter, as rig count declines and lower energy prices have led to a somewhat less robust short-term outlook.

Weakness in transportation related markets negatively impacted OPW Fluid Transfer's comparisons to the prior year again this quarter, though results were essentially flat with the prior quarter. Weak demand from automotive component and capital equipment markets have suppressed results all year at De-Sta-Co Manufacturing and De-Sta-Co Industries, and trends worsened at the end of the third quarter. OPW Fueling Components, which had favorable comparisons to the prior period last quarter, was on track for a similarly favorable result this quarter. However, it operates with very low backlog, and orders fell dramatically in the second half of September. Wilden, which has had comparable margins to the prior year throughout 2001 despite somewhat weaker markets, also operates with low backlogs and saw demand decline dramatically in September.

A noticeable operating profit improvement in the quarter was experienced at Duncan, against weak comparable prior period performance.

OUTLOOK:
Despite the projected earnings fall-off for the year, the Company's operating cash flow is projected to increase over last year, primarily due to significant reductions in working capital levels, and to a lesser extent lower capital spending. While several operating companies experienced sales slow-downs after the September 11 terrorist attacks, it remains unclear what impact these events will have on the Company's markets. Given the uncertain environment, the Company is focusing on cash and balance sheet management with increased intensity. In addition to exercising appropriate constraints on capital spending and the intensified focus on working capital, the Company has temporarily limited spending on acquisitions. Acquisitions remain a critical component of the Company's growth strategy, and will resume when the economic environment stabilizes. Meanwhile the Company continues to search for transactions that have compelling shareholder value enhancing economics.

This Quarterly Report on Form 10-Q, the Annual Report on Form 10-K and the documents that are incorporated by reference, particularly sections of any report under the headings "Outlook" or "Management's Discussion and Analysis", contain forward-looking statements within the meaning of the Securities Act of 1933, as amended, and the Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. Such statements relate to, among other things, industries in which the Company operates, the U.S. and global economies, earnings, cash flow and operating improvements and may be indicated by words or phrases such as "anticipates", "supports", "plans", "projects", "expects", "should", "hope", "forecast", "Dover believes", "management is of the opinion" and similar words or phrases. Such statements may also be made by management orally. Forward-looking statements are subject to inherent uncertainties and risks, including among others: continuing impact from the terrorist events of September 11, 2001 on the worldwide economy; increasing price and product/service competition by foreign and domestic competitors, including new entrants; technological developments and changes; the ability to continue to introduce competitive new products and services on a timely, cost effective basis; the mix of products/services; the achievement of lower costs and expenses; domestic and foreign governmental and public policy changes including environmental regulations; protection and validity of patent and other intellectual property rights; the continued success of the Company's acquisition program; the cyclical nature of the Company's business; and the outcome of pending and future litigation and governmental proceedings. In addition, such statements could be affected by general industry and market conditions and growth rates, and general domestic and international economic conditions including interest rate and currency exchange rate fluctuations. In light of these risks and uncertainties, actual events and results may vary significantly from those included in or contemplated or implied by such statements. Readers are cautioned not to place undue reliance on such forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

The Company may, from time to time, post additional or supplemental financial or other information on its internet website, http://www.dovercorporation.com. Such information will supplement regular quarterly public filings and will be found in the "What's New" section of the website's home page. It will be accessible from the home page for approximately one month after release, after which time it will be archived on the website for a period of time. The Internet address in this release is for informational purposes only and is not intended for use as a hyperlink.

## Item 5. Other Information

See also 2000 Annual Report page 23.

DOVER CORPORATION OPERATIONAL INCOME<br>(in millions) (unaudited)

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2001 - NINE
MONTHS 2000
    NINE
MONTHS 2000
- FULL YEAR
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---- SALES
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    INCOME \%
    SALES INCOME
\% SALES
INCOME \% ---
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-- - Circuit
board
assembly/test
\$ 520 \$(41)
(8) $\$ 1,037$
\$216 21
\$1,369 \$265
19
Electronic
components
3333611
3727119
53110420
Marking 153
392515148
322006030
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----- DOVER
TECHNOLOGIES
1,006 343
1,560 33521
2,100 42920
DOVER
INDUSTRIES
88913215
93916915
1,246 22418
DOVER
DIVERSIFIED
8669911
86713816
1,176 19417
DOVER
RESOURCES
71911216
66211718
88714917 -
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OPERATIONAL
    SUBTOTAL
        (AFTER
        ELIM.)
$3,475 $377
    11 $4,021
    $759 19
$5,401 $996
1 8
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    CORPORATES
    AND OTHER
    (48) (37)
(49)
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EBITACQ $329
    $722 $947
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＂Operational Income＂－differs from segment operating profits because it excludes all non－cash write－offs relating to acquisitions，the expenses of each segment＇s corporate group，and foreign exchange gains or losses．
＂EBITACQ＂－earnings before taxes，interest，acquisitions write－offs and non－recurring gains．
2001 －NINE
MONTHS 2000
NINE
MONTHS 2000
－FULL YEAR
－－－－－－－－－－
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Tax
Deductible Tax
Deductible
Tax
Deductible
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Total Yes No Tax
Total Yes No Tax
Total Yes
No Tax EBIT
\＄254 \＄164
\＄653 \＄221 \＄
851 \＄267
ACQUISITION
RELATED：
GOODWILL
AMORTIZATION
4019217
3617188
4024259
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-- SUBTOTAL
OTHER
WRITE-OFFS
3532311
332679
4738913
TOTAL
ACQUISITION
WRITE-OFFS
75512418
69432815
96623422
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EBITACQ 329
\$182 722
$\$ 238947$
\$289----
OTHER
DEPRECIATION
10089118
OTHER
AMORTIZATION
113 ---
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EBITDAI 450
812 1,088 -
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INVENTORY
WRITE-OFFS
(11) (8)
(14)
EBITDA \$419
\$804 \$1, 054
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"EBIT" - REPRESENTS EARNINGS BEFORE INTEREST AND TAXES.
"EBITACQ" - REPRESENTS EARNINGS BEFORE INTEREST, TAXES AND ACQUISITION
WRITE-OFFS.
"EBITDAI" - REPRESENTS EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION,
AMORTIZATION AND INVENTORY WRITE-OFFS.
"EBITDA" - REPRESENTS EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION AND
AMORTIZATION.
EBIT, EBITACQ, EBITDAI AND EBITDA - ALL EXCLUDE GAINS (LOSSES) ON SALE OF
BUSINESSES AND EQUITY INVESTMENT.

None.

## 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 17, 2001
/s/ David S. Smith
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David S, Smith, Chief Financial Officer, Vice President, Finance
/s/ Raymond T, McKay
Raymond T. McKay
Assistant Controller

