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

For six months ended June 30, 2000 Commission File No. 1-4018
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.)
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 203,074,480.

Part I. FINANCIAL INFORMATION

ITEM 1.

## FINANCIAL STATEMENTS

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

|  | UNAUDITED |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| Net sales | \$ | 1,379,260 | \$ | 1,077, 850 |
| Cost of sales |  | 871,839 |  | 687,705 |
| Gross profit |  | 507,421 |  | 390,145 |
| Selling \& administrative expenses |  | 280,898 |  | 241,615 |
| Operating profit |  | 226,523 |  | 148,530 |
| Other deductions (income): |  |  |  |  |
| Interest expense |  | 23,673 |  | 12,329 |
| Interest income |  | $(2,080)$ |  | $(4,097)$ |
| Foreign exchange |  | $(3,447)$ |  | (700) |
| Loss on dispositions |  | - |  | - |
| All other, net |  | $(1,035)$ |  | $(1,827)$ |
| Total |  | 17,111 |  | 5,705 |
| Earnings before taxes on income |  | 209,412 |  | 142,825 |
| Federal \& other taxes on income |  | 72,679 |  | 49,515 |
| Net earnings | \$ | 136,733 | \$ | 93,310 |
| Weighted average number of common |  |  |  |  |
| shares outstanding during the period <br> - Basic |  | 202,895 |  | 213,796 |
| - Diluted |  | 204,683 |  | 215,248 |
| Net earnings per share: |  |  |  |  |
| - Basic | \$ | 0.67 | \$ | 0.44 |
| - Diluted | \$ | 0.67 | \$ | 0.44 |


|  | UNAUDITED |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| Net earnings | \$ | 136,733 | \$ | 93,310 |
| Other comprehensive earnings, net of tax: |  |  |  |  |
| Foreign currency translation adjustments |  | $(48,288)$ |  | $(15,289)$ |
| Less: reclassification adjustment for adjustments included in net earnings |  |  |  | - |
| Total foreign currency translation adjustments |  | $(48,288)$ |  | $(15,289)$ |
| Unrealized gains (losses) on securities: <br> Unrealized holding gains (losses) arising during period |  |  |  |  |
| Less: reclassification adjustment for gains (losses) included in net earnings |  | 27,110 |  | (5) |
| Total unrealized gains on securities (tax \$14,597 in 2000 and \$0 in 1999) |  | 27,110 |  | (5) |
| Other comprehensive earnings |  | $(21,178)$ |  | $(15,294)$ |
| Comprehensive earnings | \$ | 115,555 | \$ | 78,016 |

[^0](000 OMITTED)

|  | UNAUDITED |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| Net sales | \$ | 2,630,543 | \$ | 2,047,605 |
| Cost of sales |  | 1,665,983 |  | 1,314,587 |
| Gross profit |  | 964,560 |  | 733, 018 |
| Selling \& administrative expenses |  | 544,977 |  | 475,334 |
| Operating profit |  | 419,583 |  | 257,684 |
| Other deductions (income): |  |  |  |  |
| Interest expense |  | 41,438 |  | 25,952 |
| Interest income |  | $(4,416)$ |  | $(13,301)$ |
| Foreign exchange |  | $(2,633)$ |  | (423) |
| Loss on dispositions |  | 1,400 |  | 3,675 |
| All other, net |  | $(4,611)$ |  | $(5,808)$ |
| Total |  | 31,178 |  | 10,095 |
| Earnings before taxes on earnings |  | 388,405 |  | 247,589 |
| Federal \& other taxes on earnings |  | 134,353 |  | 85,059 |
| Net earnings from continuing operations |  | 254,052 |  | 162,530 |
| Earnings from discontinued operations, net of tax |  | - |  | 523,938 |
| Net earnings | \$ | 254,052 | \$ | 686,468 |
| Weighted average number of common shares outstanding during the period |  |  |  |  |
| - Diluted |  | 204,683 |  | 215,248 |
| Net earnings per share: |  |  |  |  |
| Basic - Continuing |  | 1.25 | \$ | 0.76 |
| Gain on sale |  | - |  | 2.45 |
| Net earnings |  | 1.25 | \$ | 3.21 |
| Basic - Continuing |  | 1.24 | \$ | 0.76 |
| Gain on sale |  | - |  | 2.43 |
| Net earnings |  | 1.24 | \$ | 3.19 |

[^1]DOVER CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF COMPREHENSIVE EARNINGS
SIX MONTHS ENDED JUNE 30,
(000 OMITTED)

## Net earnings

Other comprehensive earnings, net of tax:
Foreign currency translation adjustments
Less: reclassification adjustment for adjustments included in net earnings

Total 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

Total unrealized gains on securities (tax \$14,597 in 2000 and \$0 in 1999)

Other comprehensive earnings
Comprehensive earnings

| UNAUDITED |  |  |  |
| :---: | :---: | :---: | :---: |
| 2000 |  |  | 1999 |
| \$ | 254,052 | \$ | 686,468 |
|  | $(46,387)$ |  | $(40,379)$ |
|  | - |  | - |
|  | $(46,387)$ |  | $(40,379)$ |
|  | 27,110 |  | (5) |
|  | - |  | - |
|  | 27,110 |  | (5) |
|  | $(19,277)$ |  | (40,384) |
| \$ | 234,775 | \$ | 646,084 |

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

Retained earnings at January 1 Net earnings

| UNAUDITED |  |  |  |
| :---: | :---: | :---: | :---: |
| 2000 |  |  | 1999 |
| \$ | 2,830,175 | \$ | 1,992,991 |
|  | 254,052 |  | 686,468 |
|  | 3,084,227 |  | 2,679,459 |
|  | 46,691 |  | 44,805 |
| \$ | 3,037,536 | \$ | 2,634,654 |

## Deduct

Common stock cash dividends
\$ 0.23 per share (\$0.21 in 1999)
Retained earnings at end of period

## Assets:

## Current assets:

Cash \& cash equivalent
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

## 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

UNAUDITED
June 30, 2000
December 31, 1999

| \$ | 135,711 | \$ | 138,038 |
| :---: | :---: | :---: | :---: |
|  | - |  | - |
|  | 901,596 |  | 750,917 |
|  | 715,837 |  | 639,379 |
|  | 94,835 |  | 83,228 |
|  | 1,847,979 |  | 1,611,562 |
| $\begin{array}{r} 1,533,594 \\ (860,520) \end{array}$ |  |  | 1,480,833 |
|  |  |  | $(834,358)$ |
| 673,074 |  |  | 646,475 |
| 1,919,558 |  |  | 1,813,359 |
| 7,358 |  |  | 7,358 |
| 114,117 |  |  | 53,186 |
| \$ | 4,562,086 | \$ | 4,131,940 |
|  | ======== |  | $======$ |


| \$ | 793,257 | \$ | 296,637 |
| :---: | :---: | :---: | :---: |
|  | 2,329 |  | 1,263 |
|  | 276,258 |  | 253,650 |
|  | 147,837 |  | 157,392 |
|  | 46,756 |  | 50,274 |
|  | 192,622 |  | 186,405 |
|  | 54,043 |  | 389,244 |
|  | 1,513,102 |  | 1,334,865 |
|  | 630,018 |  | 608,025 |
|  | 64,397 |  | 42, 061 |
|  | 119,622 |  | 108,233 |
|  | - |  | - |
|  | 236,784 |  | 236,246 |
|  | 44,535 |  | 33, 060 |
|  | $(126,372)$ |  | $(79,985)$ |
|  | 27,156 |  | 46 |
|  | $(99,216)$ |  | $(79,939)$ |
|  | 3,037,536 |  | 2,830,175 |
|  | 3,219,639 |  | 3,019,542 |
|  | 984,692 |  | 980,786 |
|  | 2,234,947 |  | 2,038,756 |
| \$ | 4,562,086 | \$ | 4,131,940 |

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

|  | UNAUDITED |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  |  | 1999 |
| Cash flows from operating activities: |  |  |  |  |
| Net earnings | \$ | 254,052 | \$ | 686,468 |
| Adjustments to reconcile net earnings to net cash |  |  |  |  |
| from operating activities: |  |  |  |  |
| Gain on sale of discontinued business |  | - |  | $(523,938)$ |
| Depreciation |  | 68,462 |  | 60,286 |
| Amortization |  | 32,639 |  | 29,628 |
| Net increase (decrease) in deferred taxes |  | 4,768 |  | 239 |
| Net increase (decrease) in LIFO reserves |  | 1,192 |  | 928 |
| Increase (decrease) in deferred compensation |  | 13,888 |  | $(3,175)$ |
| (Gain) loss on sale of business and certain assets |  | 1,400 |  | (17) |
| Other, net |  | $(12,238)$ |  | $(10,364)$ |
| Changes in assets \& liabilities (excluding acquisitions): |  |  |  |  |
| Decrease (increase) in accounts receivable |  | $(148,103)$ |  | (60,296) |
| Decrease (increase) in inventories, excluding LIFO reserve |  | $(60,344)$ |  | 4,723 |
| Decrease (increase) in prepaid expenses |  | $(11,812)$ |  | $(6,468)$ |
| Increase (decrease) in accounts payable |  | 14,963 |  | (681) |
| Increase (decrease) in accrued expenses |  | $(14,735)$ |  | $(21,314)$ |
| Increase (decrease) in federal \& other taxes on income |  | $(8,884)$ |  | $(28,243)$ |
| Total adjustments |  | $(118,804)$ |  | $(558,675)$ |
| Net cash from operating activities of continuing operations |  | 135,248 |  | 127,793 |
| Cash flows from (used in) investing activities: |  |  |  |  |
| Additions to property, plant \& equipment |  | $(77,347)$ |  | $(53,825)$ |
| Acquisitions, net of cash \& cash equivalents |  | $(224,606)$ |  | $(304,304)$ |
| Proceeds from sale of business |  | 14,923 |  | 1,169,599 |
| Purchase of treasury stock |  | $(3,906)$ |  | $(437,448)$ |
| Net cash from (used in) investing activities of continuing operations |  | $(290,936)$ |  | 374,022 |
| Cash flows from (used in) financing activities: |  |  |  |  |
| Increase (decrease) in notes payable |  | 485, 097 |  | $(325,560)$ |
| Increase (decrease) in long-term debt |  | 16,309 |  | $(3,429)$ |
| Proceeds from exercise of stock options |  | 6,697 |  | 5,911 |
| Cash dividends to stockholders |  | $(46,691)$ |  | $(44,805)$ |
| Net cash from (used in) financing activities of continuing operations |  | 461,412 |  | $(367,883)$ |
| Discontinued operations tax payments |  | $(308,051)$ |  | - |
| Net increase (decrease) in cash \& cash equivalents |  | $(2,327)$ |  | 133,932 |
| Cash \& cash equivalents at beginning of period |  | 138,038 |  | 96,774 |
| Cash \& cash equivalents at end of period | \$ | 135,711 | \$ | 230,706 |

See Notes to Consolidated Financial Statements.

## DOVER CORPORATION CONSOLIDATED

MARKET SEGMENT RESULTS
(unaudited)

|  | Second quarter ended June 30 | Percent |  |
| :--- | :---: | :---: | :---: |
| SALES | 2000 | 1999 | Change |

Dover Technologies
Dover Industries
Dover Diversified

Dover Diversified
Dover Resources
Total (after intramarket eliminations)

## EARNINGS

| Dover Technologies | \$ | 110,344, 000 | \$ | 47,904, 000 | 130\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dover Industries |  | 51,502,000 |  | 48, 709, 000 | 6\% |
| Dover Diversified |  | 44,214,000 |  | 34, 808, 000 | 27\% |
| Dover Resources |  | 32,012,000 |  | 24,895,000 | 29\% |
| Subtotal (after intramarket eliminations) |  | 238,072,000 |  | 156,316,000 |  |
| Corporate expense |  | $(6,876,000)$ |  | $(5,158,000)$ | 33\% |
| Net interest expense |  | ( $21,784,000)$ |  | $(8,333,000)$ | 161\% |
| Earnings before taxes on income |  | 209,412,000 |  | 142,825,000 | 47\% |
| Taxes on income |  | 72,679,000 |  | 49,515,000 | 47\% |
| Net earnings | \$ | 136,733,000 | \$ | 93,310,000 | 47\% |
| Net earnings per share: |  |  |  |  |  |
| Basic | \$ | 0.67 | \$ | 0.44 | 52\% |
| Diluted | \$ | 0.67 | \$ | 0.44 | 52\% |



| Dover Technologies | \$ | 993,718, 000 | \$ | 623, 003, 000 | 60\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dover Industries |  | 625,330, 000 |  | 552,532,000 | 13\% |
| Dover Diversified |  | 579, 950, 000 |  | 491, 295, 000 | 18\% |
| Dover Resources |  | 435, 662, 000 |  | 383, 311, 000 | 14\% |
| Total (after intramarket eliminations) | \$ | 2,630,543, 000 | \$ | 2, 047, 605, 000 | 28\% |


| EARNINGS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dover Technologies | \$ | 195,139, 000 | \$ | 73,818,000 | 164\% |
| Dover Industries |  | 101, 917, 000 |  | 85,993,000 | 19\% |
| Dover Diversified |  | 77,679,000 |  | 62,089,000 | 25\% |
| Dover Resources |  | 65,553,000 |  | 51,828,000 | 26\% |
| Subtotal (after intramarket eliminations) |  | 440, 288, 000 |  | 273,728, 000 |  |
| Gain (loss) on disposition |  | $(1,400,000)$ |  | $(3,675,000)$ |  |
| Corporate expense |  | $(13,117,000)$ |  | $(9,661,000)$ | 36\% |
| Net interest expense |  | $(37,366,000)$ |  | $(12,803,000)$ | 192\% |
| Earnings before taxes on income |  | 388, 405, 000 |  | 247,589, 000 | 57\% |
| Taxes on Income |  | 134,353, 000 |  | 85,059,000 | 58\% |
| Net earnings - Continuing Operations |  | 254, 052,000 |  | 162,530,000 | 56\% |
| Gain on sale of discontinued operations |  |  |  | 523, 938, 000 |  |
| Net earnings | \$ | 254, 052,000 | \$ | 686,468, 000 | -63\% |
| Net earnings per share: |  |  |  |  |  |
| Basic - Continuing | \$ | 1.25 | \$ | 0.76 | 64\% |
|  |  | - |  | 2.45 |  |
| Net earnings | \$ | 1.25 | \$ | 3.21 |  |
| Diluted - Continuing | \$ | 1.24 | \$ | 0.76 | 63\% |
|  |  | - |  | 2.43 |  |
| Net earnings | \$ | 1.24 | \$ | 3.19 |  |
| Average number of shares outstanding - Basic Average number of shares outstanding - Diluted |  | $202,895,000$$204,683,000$ |  | $\begin{aligned} & 213,796,000 \\ & 215,248,000 \end{aligned}$ |  |
|  |  |  |  |  |  |

[^2]DOVER CORPORATION AND SUBSIDIARIES MARKET SEGMENT IDENTIFIABLE ASSETS (000 OMITTED)

| Dover Technologies | \$ | 1,325,340 | \$ | 1,206,549 |
| :---: | :---: | :---: | :---: | :---: |
| Dover Industries |  | 1,072,908 |  | 894,452 |
| Dover Diversified |  | 1,149,670 |  | 1,128,239 |
| Dover Resources |  | 854, 996 |  | 804, 664 |
| Corporate (1) |  | 159,172 |  | 98,036 |
| Consolidated Total | \$ | 4,562,086 | \$ | 4,131,940 |

[^3]
## DOVER CORPORATION

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

JUNE 30, 2000

## 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) |  |  |  |
| :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { UNAUDITED } \\ \text { June 30, } \\ 2000 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 1999 \end{gathered}$ |  |
| \$ | 265,648 | \$ | 239,498 |
|  | 228,290 |  | 205, 792 |
|  | 259, 246 |  | 233, 671 |
|  | 753,184 |  | 678,961 |
|  | 37,347 |  | 39,582 |
| \$ | 715,837 | \$ | 639,379 |

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

|  | UNAUDITED (000 omitted) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Accumulated Other Comprehensive Earnings (losses) |  | ulative nslation ustments |  |  |
| Beginning balance | \$ | $(79,939)$ | \$ | $(79,985)$ | \$ | 46 |
| Current-period change |  | $(19,277)$ |  | $(46,387)$ |  | 27,110 |
| Ending balance | \$ | $(99,216)$ | \$ | $(126,372)$ | \$ | 27,156 |

NOTE D - 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-K which was filed with the Securities and Exchange Commission on March 16, 2000.

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.

In accordance with Statement of Financial Accounting Standards 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 Income.

At June 30, 2000 the fair value, cost basis and gross unrealized gains on available-for-sales securities are approximately $\$ 42.8$ million, $\$ 1.1$ million and $\$ 41.7$ million, respectively. The Company held a small investment in Bookham Technology PLC, which went public in April resulting in the second quarter unrealized gain reported above. The Company is prohibited from selling the investment for six months from the date of the initial public offering.

In March 2000, the FASB issued Interpretation No.44, "Accounting for Certain Transactions Involving Stock Compensation - an interpretation of APB Opinion No. 25", effective for all fiscal quarters of all fiscal years beginning after July 1, 2000. The Company does not expect the Interpretation to have a significant impact on the consolidated results of operations or financial position and related disclosure requirements.

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

In June 2000, the SEC staff issued SAB 101B "Second Amendment: Revenue Recognition in Financial Statements" to provide registrants with additional time to implement guidance contained in SAB 101, "Revenue Recognition in Financial Statements". SAB 101, as amended is effective no later than the fourth fiscal quarter of fiscal years beginning after December 15, 1999. The Company does not expect the $S A B$ to have a impact on the consolidated results of operations or financial position and related disclosure requirements.

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 decreased slightly during the first half of 2000 as compared to the position at December 31, 1999. The taxes paid on the gain from sale of the elevator business ( $\$ 308$ million), plus amounts invested in acquisitions (\$242 million) are the principle reasons for the decrease in liquidity.

Working capital increased from $\$ 276.7$ million at the end of last year to $\$ 334.9$ million at June 30, 2000. Capital expenditures were $\$ 77.3$ million for the first half 2000 compared to $\$ 53.8$ million last year. The working capital increase and capital expenditures were funded by internal cash flow.

At June 30, 2000, 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 $\$ 1,290$ million represented $36.6 \%$ of total capital. This compares with $27.4 \%$ at December 31, 1999. The Company continues to be rated A-1 by Standard \& Poors and F-1 by Fitch IBCA. The Company believes its significant free cash
flow will enable it to fund internal growth and, together with modest debt utilization, fund its acquisition program. The Company also believes it will continue to maintain a solid credit profile.

The Company completed seven add-on acquisitions during the quarter at a combined cost of $\$ 74$ million bringing the total for the year to 12 acquisitions for a total of $\$ 242$ million.

$$
\text { ACQUISITIONS - SECOND QUARTER } 2000
$$



The profit impact in 2000 will be small due to acquisition write-offs, and imputed financing costs. Acquisitions completed in the last twelve months (7/1/99 - 6/30/00) added $\$ 105$ million in sales and $\$ 19$ million in operational profit in the second quarter.

## (2) MATERIAL CHANGES IN RESULTS OF OPERATIONS

The Company earned $\$ .67$ per diluted share from continuing operations in the second quarter ended June 30, 2000, an increase of $52 \%$ from the $\$ .44$ per diluted share earned in the comparable quarter last year. Net income from continuing operations for the second quarter was a record of $\$ 136.7$ million, up $47 \%$ from $\$ 93.3$ million in net income from continuing operations last year. Sales in the quarter were a record $\$ 1.38$ billion, up $28 \%$ from $\$ 1.08$ billion last year.

The Company reports its pretax earnings in two ways -- on the GAAP/SEC required segment reporting described above, and on an EBITACQ basis (Earnings Before Interest, Taxes, and non-cash charges arising from purchase accounting for acquisitions). Second quarter EBITACQ of $\$ 252$ million was $45 \%$ higher than prior year. Of this, about 11 percentage points reflect acquisitions and 34 percentage points reflect the growth of existing companies (notably electronics). The reduction in shares outstanding during the last 6 months of 1999 resulted in stronger growth for EBITACQ per outstanding share, as this measure increased $55 \%$ to $\$ 1.24$ per share.

The Company will report as part of its second quarter 100 Statement of Comprehensive Income an Unrealized Gain of $\$ 41.7$ million ( $\$ 27.1$ after tax). In 1997, Dover Technologies made a small 720,000 share investment in Bookham Technology PLC for strategic business reasons. Bookham (BKHM:NASDAQ) went public in April of this year resulting in the unrealized appreciation. The Company has no current plans to sell the investment and is in fact prohibited from doing so for six months from the date of the initial public offering.

Strong performance in each of the Company's four business segments was led by Technologies where income more than doubled from the second quarter last year.

## DOVER TECHNOLOGIES:

Sales in the second quarter increased $57 \%$ to $\$ 527.4$ million, from $\$ 334.9$ million last year, and segment profit increased $130 \%$ to $\$ 110.3$ million, from $\$ 47.9$ million last year. These strong results were a continuation of trends apparent in the second half of last year. Segment bookings set a quarterly record, and at $\$ 628$ million were $19 \%$ greater than shipments.

Technologies' companies which make production equipment for circuit board assembly and test (CBAT), used in a broad array of high volume electronics manufacturing applications, achieved their fifth consecutive quarterly improvement in orders, shipments, and earnings. CBAT bookings were up 66\% from last year to $\$ 386$ million, sales were up $71 \%$ to $\$ 356$ million, and earnings were up $154 \%$ to $\$ 74$ million. The book-to-bill ratio in the quarter was 1.08 . The continuation of robust growth into the second quarter is the result of high customer demand in telecom, data com, and networking markets.

Technologies' companies that make specialty electronic components (SEC) also experienced a continuing strong market, driven by telecommunications spending. SEC sales were $\$ 121$ million, up $54 \%$ from the prior period, profits more than doubled to $\$ 24$ million, and bookings were up $113 \%$ to $\$ 188$ million on a $54 \%$ sales gain. The quarter's book-to-bill ratio was 1.56 . In response to these strong trends, numerous capacity expansion projects have been undertaken at the SEC companies.

The plans of the telecommunications companies to replace much of the infrastructure for wired and wireless communications, along with the robust demand growth for portable communication devices with broadband connection to the network makes the outlook for these businesses bright. The electronics industry recovery that began late in the second quarter of 1999 has continued. Comparisons for the balance of 2000 will be made to a period after the industry recover had begun.

Technologies' industrial marking business, Imaje, also continues its steady growth, with earnings up over $21 \%$ on an $18 \%$ sales increase

## DOVER INDUSTRIES:

Sales in the second quarter increased 11\% to $\$ 326.3$ million from $\$ 293.8$ million last year, and segment earnings increased $6 \%$ from $\$ 48.7$ million to $\$ 51.5$ million. Acquisitions made in the last year, including Triton, the manufacturer of cash dispenser systems acquired in the first quarter contributed all of the sales increase. Segment earnings were down 9\% excluding acquisitions made in the last year. Segment bookings in the quarter were up $7 \%$ to $\$ 307$ million and the book-to-bill ratio was .94 .

Sales and earnings at Heil Environmental and Dovatech set quarterly records. The automotive service equipment market remains strong, helping Rotary Lift and Chief achieve higher sales and earnings, but the impact of pending new product introductions on sales of existing products temporarily negatively impacted PDQ

Heil Trailer, the liquid and dry bulk tank trailer company, has experienced weakness in its markets since last year due to the impact of higher fuel costs on its customer base.

## DOVER DIVERSIFIED:

Sales in the second quarter increased $19 \%$ to $\$ 310.4$ million from $\$ 260.7$ million, last year, and segment income increased $27 \%$ to $\$ 44.2$ million from $\$ 34.8$ million Segment bookings in the quarter were down $1 \%$ to $\$ 294$ million and the book-to-bill was 0.95

As in first quarter, acquisitions made in 1999 (especially Crenlo and JE Piston), contributed strongly to this result, as did the performances at AC Compressor, Mark Andy, Wiseco, and Sargent. Acquisitions, net of divestments added about $\$ 37$ million to Diversified's second quarter sales. The Belvac turnaround also boosted the second quarter.

Sales in the second quarter increased to $\$ 217.5$ million from $\$ 189.6$ million last year, or $15 \%$, and segment income increased $29 \%$, from $\$ 24.9$ million to $\$ 32.0$ million. Segment bookings in the quarter were up $18 \%$ to $\$ 221$ million and the book-to-bill ratio was 1.01.

The Petroleum Equipment Group, which is heavily influenced by North American oil production activity and particularly existing wells, continued its very strong performance in the quarter, compared to the lower oil price environment last year. Quartzdyne and C. Lee Cook, more heavily influenced by new production and development, have also begun to improve compared to the prior year. Companies serving the process industries (Wilden, Blackmer, Ronningen-Petter) were about flat to the prior year.

OPW Fueling Components, which serves the retail petroleum distribution market, has been hurt by the current pressure on customers' retail margins, and industry consolidation.

## OUTLOOK:

The Dover Technologies results, which while they may not continue to strengthen, certainly appear unlikely to deteriorate soon. Together with the admirable profit improvements at Industries, Diversified and Resources, which also appear in aggregate, sustainable, the Company may well finish the year with earnings per share growth approaching 35\%.

Special Notes Regarding Forward Looking Statements
This Quarterly Report on Form 10-Q, the Annual Report on Form $10-\mathrm{K}$ and the documents that are incorporated by reference, particularly sections of any report to Stockholders 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: 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.

## PART II OTHER INFORMATION

Item 4. Submission of Matter to Vote of Security Holders
The Annual Meeting of Stockholders was held in Wilmington, Delaware on April 25, 2000. Stockholders representing 171,687,002 shares of common stock, or approximately $85 \%$ of the outstanding stock, were present in person or by proxy.

All of the nominees for director, namely David H. Benson, Kristiane C. Graham, Jean-Pierre M. Ergas, Roderick J. Fleming, James J. Koley, Richard K. Lochridge, Thomas L. Reece, Gary L. Roubos,

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

## 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: | July 18, 2000 | /s/ David S. Smith |
| :---: | :---: | :---: |
|  |  | David S, Smith, Chief Financial Officer, Vice President, Finance |
| Date: | July 18, 2000 | /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 three months ended June 30, 2000 and is qualified in its entirety by reference to such financial statements.

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> 6-MOS
> DEC-31-2000 JAN-01-2000
> JUN-30-2000
> 135, 711
> 928,486
> 26,890
> 715,837
> 1,847,979
> (860,520)
> 4,562, 086
> 1,513,102
> 630, 018
> 0
> 0
> 236,784
> 4, 562, 086
> 1,998, 163
> $2,630,543$
> 2,630,543
> 1,665,983
> 2,210,960
> $(5,844)$
> 41, 438
> 388, 405
> 134,353
> 254, 052
> 0
> $0 \quad 0$
> 254, 052
> 1.25
> 1.24


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

[^1]:    See Notes to Consolidated Financial Statements.

[^2]:    * On January 5, 1999, Dover completed the sale of its elevator business to Thyssen Industrie AG for $\$ 1.16$ billion.

[^3]:    (1) - Principally cash, cash equivalents and marketable securities.

