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Quarterly Report Pursuant to Section 13 or 15(d) of
the Securities Exchange Act of 1934
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For six months ended June 30, 1996 Commission File No. 1-4018

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

## Delaware

(State of Incorporation)

53-0257888
(I.R.S. Employer Identification No.)

280 Park Avenue, New York, NY
10017
(Zip Code)

Registrant's telephone number, including area code: (212) 922-1640

Indicate by checkmark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months, and (2) has been subject to such filing requirements for the past 90 days. Yes $X$

No
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The number of shares outstanding of the Registrant's common stock as of the close of the period covered by this report was $113,887,685$.

Item 1. Financial Statements

## DOVER CORPORATION AND SUBSIDIARIES

CONSOLIDATED STATEMENT OF EARNINGS Three Months Ended June 30, 1996 and 1995 (000 omitted)

Net sales
Cost of sales

Gross profit
Selling \& administrative expenses
Operating profit
Other deductions (income):
Interest expense
Interest income
Foreign exchange
All other, net
Total

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

Weighted average number of common shares outstanding during the period

Net earnings per common share

1996
\$ 1, 023, 423
674, 637
---------.-.
348, 786
204,635
144,151
-----------


113, 798
\$ 0.78
============

1995
\$ 948, 164
645,128
---------.-. -
303, 036
180, 082

122,954

8,688
$(3,853)$
(477)
$(2,253)$
2,105
==============
120,849
41, 957
\$ 78,892

113,376
==============
\$ 0.69
Net sales
Cost of sales
Gross profit
Selling \& administrative expenses
Operating profit
Other deductions (income):
Interest expense
Interest income
Foreign exchange
All other, net
$\quad$ Total
Earnings before taxes on income
Federal \& other taxes on income
Net earnings
Weighted average number of common shares
outstanding during the period
Net earnings per common share
Six Months Ended June 30, 1996 and 1995
(000 omitted)


1996
-----------

## Assets:

Current assets:
Cash \& cash equivalents
Marketable securities
Receivables, net of allowance for doubtful accounts
Inventories
Prepaid expenses

## Total current assets

Property, plant \& equipment (at cost)
Accumulated depreciation
Net property, plant \& equipment
Intangible assets, net of amortization
Other intangible assets
Deferred charges \& other assets

## Liabilities:

Current liabilities:
Notes payable
Current maturities of long-term debt
Accounts payable
Accrued compensation \& employee benefits
Accrued insurance
Other accrued expenses
Income taxes
Total current liabilities
Long-term debt
Deferred taxes
Deferred compensation
Stockholders' equity:
Preferred stock
Common stock (par value \$1 per share)
Additional paid-in surplus
Cumulative translation adjustments
Unrealized holding gains (losses)
Retained earnings
Subtotal
Less: treasury stock (2,915,686 shares at June 30, 1996)

| \$ | 108,657 |
| :---: | :---: |
|  | 31,004 |
|  | 684,123 |
|  | 521,264 |
|  | 52,618 |
|  | 1,397,666 |
|  | 1,028,425 |
|  | $(582,261)$ |
|  | 446,164 |
|  | 834,549 |
|  | 10,258 |
|  | 30,271 |
| \$ | 2,718,908 |


| \$ | 384,154 |
| :---: | :---: |
|  | 838 |
|  | 172,701 |
|  | 108,936 |
|  | 108,305 |
|  | 209,513 |
|  | 26,429 |
|  | 1,010,876 |
|  | 254,582 |
|  | 44,448 |
|  | 53,571 |

1,283,642
------------
1,410,234
54,803
1,355,431
\$ 2,718,908
==============
\$ 417,478
2,502
190, 850
125, 600
106, 274
209, 455
28, 888
1, 081, 047
255,600
46,328
55,970

116,563
6,424
2,268
3,994
1,152,187
December 31, 1995
\$ 121,698
27, 054 706, 889 479, 327
49,391
1,384,359
975,127
$(551,187)$
423,940
811,182
10, 258
36,912
\$2,666,651
==============
------------
1,281,436
53,730
1,227,706
-------------
\$2,666,651

Cash flows from operating activities:
Net income
Adjustments to reconcile net income to net cash Provided by operating activities:
Depreciation
Amortization
Net increase (decrease) in deferred taxes Net increase (decrease) in LIFO reserves Increase (decrease) in deferred compensation Gain on sale of business Other, net Changes in assets \& liabilities (excluding acquisitions): Decrease (increase) in accounts receivable Decrease (increase) in inventories, excluding LIFO reserve Decrease (increase) in prepaid expenses Increase (decrease) in accounts payable Increase (decrease) in accrued expenses Increase (decrease) in federal \& other taxes on income

## Total adjustments

Net cash provided by operating activities

Cash flows from (used in) investing activities: Net sale (purchase) of marketable securities Additions to property, plant \& equipment Acquisitions, net of cash \& cash equivalents Proceeds from sale of business
Purchase of treasury stock
Net cash from (used in) investing activities

Cash flows from (used in) financing activities:
Increase (decrease) in notes payable
Reduction of long-term debt
Proceeds from exercise of stock options
Cash dividends to stockholders
Net cash from (used in) financing activities

Net increase (decrease) in cash \& cash equivalents Cash \& cash equivalents at beginning of period

Cash \& cash equivalents at end of period
\$ 165, 603

40, 878
19,577
$(3,709)$
778
$(3,169)$
$(2,602)$
2,101
22,438
$(28,327)$
$(2,921)$
$(25,982)$
$(16,544)$
$(2,515)$
3
165,606
----------
$(3,950)$
$(61,846)$
$(58,905)$
17,898
$(1,074)$
.-----
$(67,877)$
$(34,417)$
$(6,041)$
3,836
$(34,148)$
$(70,770)$
$\qquad$
$(13,041)$
121, 698
-----------
\$ 108, 657

5,237
$(77,833)$
$(45,418)$
$(2,438)$
2,321
26, 458
11, 010
$(29,162)$
109, 529
$(9,097)$
$(47,062)$
$(98,692)$
5, 000
$(9,285)$
$(159,136)$

69,171
$(1,142)$
1,400
$(29,482)$
39,947
$(9,660)$
90, 303
\$ 80,643
===========

## 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 cash flows in conformity with generally accepted accounting principles. In the opinion of the Company, all adjustments, consisting only of normal recurring items necessary for a fair presentation of the operating results have been made. The results of operations of any interim period are subject to year-end audit and adjustments, and are not necessarily indicative of the results of operations for the fiscal year.

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

|  | $\begin{array}{r} \text { JUNE 30, } \\ 1996 \end{array}$ | $\begin{array}{r} \text { DECEMBER 31, } \\ 1995 \end{array}$ |
| :---: | :---: | :---: |
| Raw materials | \$164,678 | \$153, 094 |
| Work in progress | 238,500 | 221, 371 |
| Finished goods | 164,678 | 150,677 |
| Total | 567,856 | 525,142 |
| Less LIFO reserve | 46,592 | 45,815 |
| Net amount per balance sheet | \$521, 264 | \$479,327 |

## NOTE C - Additional Information

For a more detailed understanding of the Company's financial position, operating results, business properties and other matters, reference is made to the Company's annual form $10-\mathrm{K}$ which was filed with the Securities and Exchange Commission in March 1996.

NOTE D - Subsequent Event
On July 1, 1996, the Company sold the assets of its Dieterich Standard Division and recorded a gain of approximately 40 cents per share. The operating profits of Dieterich Standard were not significant to the Company.

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

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

The Company's liquidity increased during the first half of 1996 as compared to the position at December 31, 1995.

Working capital increased from $\$ 303.3$ million at the end of last year to $\$ 386.8$ million at June 30 , 1996 . The $\$ 83.5$ million increase represents positive cash flow over and above dividends of $\$ 34.1$ million and the $\$ 66.9$ million paid for acquisitions during this six month period.

At June 30, 1996, 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 $\$ 500$ million represented $27 \%$ of total capital. This compares with $30 \%$ at December 31, 1995.

The Company earned $\$ .78$ per share in its second quarter ended June 30, an increase of $13 \%$ from the $\$ .69$ earned in the second quarter of 1995. Sales rose $8 \%$ to $\$ 1.02$ billion. For the first six months, EPS of $\$ 1.46$ were $20 \%$ ahead of prior year on a $12 \%$ sales gain to $\$ 2.02$ billion. Four of Dover's five market segments achieved earnings gains in the second quarter while all five were ahead of prior year for the first six months.

## DOVER TECHNOLOGIES

Second quarter earnings at Dover Technologies were down 4\% from last year's very strong quarter despite an $8 \%$ sales gain. A profit decline of approximately $\$ 20$ million at Universal Instruments from their all-time record last year was not quite offset by growth at other DTI companies and by the profit addition from Imaje and ATT- Frequency Products both of which were purchased in the second half of 1995. Universal Instruments had an extraordinarily strong year in 1995, fueled by an electronics industry capital spending boom which trailed off as the year ended. Current sales and profits rates at Universal, however, continue to exceed 1994 which was their record year prior to the 1995 boom. Universal's second quarter book-to-bill ratio was 1.07. Monthly bookings have been steady during the first 6 months, but at a rate $22 \%$ below last year's record first half. Imaje had record second quarter sales and profits, a 1.11 book-to-bill ratio, and very strong margins. Its products, while electronic in nature, are sold to different end markets from Universal's. Demand for Imaje marking equipment has continued to grow, unaffected by the slump in spending for assembly equipment. Quadrant, the acquiror of the ATT product line, also had record earnings and strong margins due to growth of its communications related components and subassemblies. Second quarter bookings for Dover Technologies as a whole were $6 \%$ ahead of shipments but, on an acquisition adjusted basis, below last year. The Technologies segment's profits may decline somewhat during the second half from the $\$ 70$ million earned in the first half, but the segment should achieve record earnings in 1996.

## DOVER INDUSTRIES

Profits at Dover Industries advanced 4\% on an $8 \%$ sales gain, primarily due to excellent operating results at Rotary Lift and DovaTech and the absence of an environmental charge taken last year. Results were mixed among Industries' twelve companies with only half achieving profit gains over the prior year. The market for solid waste equipment (Heil Refuse trucks and Marathon compactors and balers) softened during the quarter, with orders $27 \%$ below prior year. Conversely, orders for Heil trailers rebounded - more than doubling the weak prior year quarter and approaching shipping levels for the first time since the first quarter of 1995. Dover Industries total orders were 10\% higher than prior year, but declined slightly from the first quarter this year and were $94 \%$ of shipments. On July 1, Dover Industries sold its Dieterich Standard business to Emerson Electric as previously announced. Dover expects to report a gain on this transaction of approximately $\$ .40$ per share in its third quarter. However, Dieterich's absence and the overall order pattern suggest that Dover Industries' ongoing operating profit in the second half will be less than the first half, although possibly above the prior year.

## DOVER DIVERSIFIED

Profit at Dover Diversified rose 59\% in the quarter to a record level of \$34 million. A large gain at Belvac on record shipments and gains of over $\$ 2$ million each at Hill and A-C Compressor provided most of the profit increase. Last year's capacity expansions at Belvac facilitated a $45 \%$ shipment gain and a profit record. However, orders remained weak, at only one-third of shipments, which further reduced Belvac's backlog which is now half of last year's. The improvement at Hill on sales $15 \%$ below prior year, reflects curtailment of losses on refrigerated case shipments compared to a quarter last year when a major plant move was begun. Orders trailed prior year substantially and were only $92 \%$ of shipments, but continued manufacturing progress was evident in the new facility. At A-C Compressor shipments rose sharply, although much of this business had been taken last year at low margins. The company also had its best bookings quarter following the more careful quoting strategy that was implemented last year. Results at Diversified's seven other businesses were mixed, but ahead in total. Diversified's total bookings were $16 \%$ below last year with a book-to-bill of .83, mostly due to the imbalances at Belvac and Hill. Dover expects the second quarter will be Diversified's highest earnings quarter in 1996, but the improvements at A-C Compressor and Hill, if continued, could result in second half profits similar to the first half.

Second quarter profits at Dover Resources rose $14 \%$ on an $11 \%$ sales gain. Most of these sixteen businesses achieved both sales and earnings increases led by Blackmer, Midland, Norris and Wittemann. Resources' two largest companies (De-Sta-Co and OPW Fueling Components) which produce about one-third of the segment's sales and earnings also had modest gains. Resources' total book-to-bill slightly exceeded 1.0 in the second quarter after being slightly below this ratio in the first quarter. The pattern of increasing orders was mixed, as strong bookings at Wittemann offset some softening at other businesses. Dover is not anticipating stronger earnings at Resources during the second half of 1996; although current trends suggest an increase over results in the second half of 1995.

## DOVER ELEVATOR

Dover Elevator profits increased $25 \%$ in the quarter, compared to its best first quarter in 1995, bringing year-to-date profits $60 \%$ ahead of last year. Sales were flat for the quarter and up only $4 \%$ for the 6 months, with the sharp income gain reflecting the benefits from restructuring and cost reduction programs undertaken last year. Bookings remained strong for hydraulic elevators. Less aggressive quoting for traction equipment (mid-rise and high-rise buildings) has reduced factory backlogs and necessitated further headcount reductions in this area. However, total backlog for new elevator work, including the field construction component, has risen $10 \%$ since the start of the year and second quarter bookings were $13 \%$ higher than prior year. Elevators' annualized first half operating profit rate of $\$ 89$ million represents substantial improvement from the rate of $\$ 56$ million in the first half of 1995 and $\$ 70$ million in the second half of 1996 . Further improvement in operating profit rates are not anticipated for the second half of this year; however, reported profit comparisons will be enormously favorable due to the $\$ 31$ million of costs incurred in last year's second half to implement DEI's reorganization.

## OUTLOOK

Dover management expects overall second half results in 1996 to be similar to the first half and well-above prior year. Thomas L. Reece, President and CEO, noted "Markets gave us very mixed signals in the second quarter. We are confident of a fourth consecutive earnings record in 1996. Barring some unexpected adverse development, we have a good chance for five-in-a-row in 1997".

## PART II. OTHER INFORMATION

## Item 4. Submission of Matters to Vote of Security Holders

The Annual Meeting of Stockholders was held in Wilmington, Delaware on April 30,1996. Stockholders representing $99,076,157$ shares of common stock, or approximately $87 \%$ of the outstanding stock, were present in person or by proxy.

All of the nominees for director, namely David H. Benson, Magalen 0. Bryant, Jean-Pierre M. Ergas, Roderick J. Fleming, John J. Fort, James J. Koley, John F. McNiff, Anthony J. Ormsby, Thomas L. Reece, and Gary L. Roubos were elected directors for a one year term, each receiving at least 98,645,789 votes.

In addition, two other proposals were presented for stockholder approval. Management's proposal that stockholders ratify and approve the Non-Employee Directors' Stock Compensation Plan was approved as follows:

| For | Against | Withheld |
| :--- | :---: | :---: |
| -- | ----- | $------1,-777,821$ |

Management's proposal that an amendment to the Corporation's Certificate of Incorporation increasing authorizing common stock from 2000,000,000 to 500,00,000 shares was approved as follows:

| For | Against | Withheld |
| :---: | :---: | :---: |
| --- | ------ |  |
| 75,159,878 | 23,120,158 | 796,120 |

Item 6. Exhibits and Reports on Form 8-K
No report on Form 8-K was filed during the quarter for which this report is filed.

Signatures
Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

DOVER CORPORATION

Date: July 30, 1996

Date: July 30, 1996
/S/ John F. McNiff
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John F. McNiff, Vice President and Treasurer
/S/ Alfred Suesser
Alfred Suesser, Controller and Assistant Treasurer

## EXHIBIT No.

```
    6-MOS
            DEC-31-1996
                APR-01-1996
                JUN-30-1996
                    108,657
                    31,004
                    708,146
                        24, 023
                    521, 264
        1,397,666
            1, 028,425
            \((582,261)\)
        2,718,908
    1,010,876
                                    254, 582
            0
                                    0
                                    116, 803
\(2,718,908\)
            \(2,022,896^{2,022,896}\)
                1,338,913
            1,750,293
            \((3,964)\)
            0
        22,259
            261, 785
                96,182
            0
                    \(0^{0}\)
                    0
                            0
                0.78
                0.78
```

