



Since 1955 | Redefining what's possible

July 11, 2017

Dover Corporation

Future of the Interstate – Freight Discussion

Russell Toney

Senior Vice President, Dover Corporation

Dover is a multi-billion dollar diversified global manufacturer



~\$8 billion in annual revenue

4 major operating segments

~30 operating companies

27,000+ employees

FORTUNE 500 Company

60+ years of entrepreneurial success

Dover Engineered Systems

We design, manufacture and service critical equipment serving the printing & identification, vehicle service, waste handling, and select niche industrial end-markets.



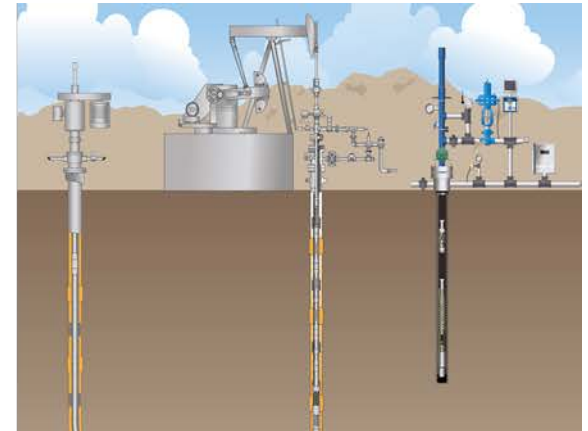
Dover Fluids

Focused on the safe handling of critical fluids across the oil & gas, retail fueling, chemical, hygienic and industrial end-markets.



Dover Energy

A leading provider of solutions and services for safe and efficient production and processing of oil & gas worldwide.



Dover Refrigeration & Food Equipment

The leading provider of energy efficient equipment and systems serving the commercial refrigeration and food service industries.



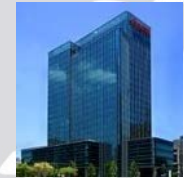
We have a large global footprint with 200+ manufacturing locations



● Downers Grove, IL
Global headquarters



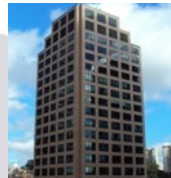
● Geneva, Switzerland
European center



● Shanghai, China
Regional headquarters



● Bangalore, India
Regional headquarters



● Brooklin, São Paulo
Regional headquarters

Dover North American shipping profile

- Business to Business Shipper of industrial products
- Contract with trucking companies for virtually all shipments
- >100 shipping locations ...majority east of Mississippi
- Some products highly susceptible to damage due to poor road conditions

Annual shipping statistics (North America):

Transportation Mode	Mode Spend	# Shipments	Avg. Weight/ Shipment	Annual Shipping Weight
Truckload	\$35MM	20K	35,000#	700MM
Less than Truckload	\$30MM	150K	1,100#	165MM
Parcel Ground	\$9MM	1.3MM	17#	22MM
TOTAL	\$74MM	1.5MM	603#	887MM

Over the road freight shipping ...what is important to us?

Speed & Flexibility

- Faster delivery is a competitive advantage
- Efficient routes to urban and remote destinations
- Intermodal connections

Predictability

- Need reliable shipping times
- Minimize unplanned delays (traffic, road outages, etc.)

Quality

- Damage free goods delivered to customer
- Shipping damage often caused by road conditions

Cost

- Minimize regulatory cost and complexity
- Support for technology driven cost efficiencies

Considerations for future investment

- 1) Link investment dollars to economic impact
- 2) Expanded use of toll roads
- 3) Evaluate separate roads for commercial use
- 4) Increase use of intelligent highway management systems
- 5) Allocate funds towards advanced technology development

