## SECURITIES AND EXCHANGE COMMISSION

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WASHINGTON, D.C. 20549
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FORM 10-Q

Quarterly Report Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934
for the Quarterly Period Ended September 30, 1996

Commission File Number 1-9608

NEWELL CO.
(Exact name of registrant as specified in its charter)

## DELAWARE

| DELAWARE | 36-3514169 |
| :---: | :---: |
| (State or other jurisdiction of | (I.R.S. Employer |
| incorporation or organization) | Identification No.) |

Indicate by check mark 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

Number of shares of Common Stock outstanding as of October 21, 1996: 158,828,298

## 2

PART I. FINANCIAL INFORMATION

Item 1. Financial Statements

NEWELL CO. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME

| Net sales | \$ 761,902 | \$ 651,321 | \$2,115,227 | \$1,829,231 |
| :---: | :---: | :---: | :---: | :---: |
| Cost of products sold | 518,198 | 444,085 | 1,454,387 | 1,265,730 |
| GROSS INCOME | 243,704 | 207,236 | 660,840 | 563,501 |
| Selling, general and administrative expenses | 105,349 | 87,004 | 324,540 | 268,795 |
| OPERATING INCOME | 138,355 | 120,232 | 336,300 | 294,706 |


| Nonoperating expenses (income): |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expense |  | 14,746 |  | 12,623 |  | 43,664 |  | 36,848 |
| Other |  | 657 |  | (888) |  | 1,462 |  | $(2,347)$ |
| Net nonoperating expenses (income) |  | 15,403 |  | 11,735 |  | 45,126 |  | 34,501 |
| INCOME BEFORE INCOME TAXES |  | 122,952 |  | 108,497 |  | 291,174 |  | 260,205 |
| Income taxes |  | 48,320 |  | 43,399 |  | 115,659 |  | 104,082 |
| NET INCOME | \$ | 74,632 | \$ | 65,098 | \$ | 175,515 | \$ | 156,123 |
| Earnings per share | \$ | 0.47 | \$ | 0.41 | \$ | 1.11 | \$ | 0.99 |
| Dividends per share | \$ | 0.14 | \$ | 0.12 | \$ | 0.42 | \$ | 0.34 |
| Weighted average shares |  | 158,790 |  | 158,362 |  | 158,739 |  | 158,095 |


| $\begin{gathered} \text { September } 30, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1995 \end{gathered}$ |
| :---: | :---: |

Unaudited
(In thousands)
ASSETS

| CURRENT ASSETS |  |  |
| :---: | :---: | :---: |
| Cash and cash equivalents | \$ 52,203 | \$ 58,771 |
| Accounts receivable, net | 452,401 | 390,296 |
| Inventories | 521,217 | 509,245 |
| Deferred income taxes | 65,913 | 107,499 |
| Prepaid expenses and other | 85,449 | 67,063 |
| TOTAL CURRENT ASSETS | 1,177,183 | 1,132,874 |
| MARKETABLE EQUITY SECURITIES | 62,760 | 53,309 |
| OTHER LONG-TERM INVESTMENTS | 207,654 | 203,857 |
| OTHER ASSETS | 119,253 | 122,702 |
| PROPERTY, PLANT AND EQUIPMENT, NET | 551,563 | 530,285 |
| TRADE NAMES AND GOODWILL | 908,534 | 888,215 |
| TOTAL ASSETS | \$3,026,947 | \$2,931,242 |


| September 30, | December 31, |
| :---: | :---: |
| 1996 | 1995 |
| $----------------------------~$ |  |

Unaudited (In thousands)

LIABILITIES AND STOCKHOLDERS' EQUITY

| CURRENT LIABILITIES |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Notes payable | \$ | 93,219 | \$ | 104,017 |
| Accounts payable |  | 97,740 |  | 113,927 |
| Accrued compensation |  | 55,431 |  | 73,057 |
| Other accrued liabilities |  | 328,468 |  | 317,184 |
| Income taxes |  | 18,875 |  | 13,043 |
| Current portion of long-term debt |  | 41,257 |  | 59,031 |
| TOTAL CURRENT LIABILITIES |  | 634,990 |  | 680,259 |
| LONG-TERM DEBT |  | 804,859 |  | 761,578 |
| OTHER NONCURRENT LIABILITIES |  | 152,741 |  | 158,321 |
| DEFERRED INCOME TAXES |  | 20,924 |  | 30,987 |
| STOCKHOLDERS' EQUITY |  |  |  |  |
| Common stock issued at \$1 par value |  | 158,805 |  | 158,626 |
| Additional paid-in capital |  | 196,844 |  | 190,860 |
| Retained earnings |  | 047,417 |  | 938,567 |
| Net unrealized gain on securities available for sale |  | 21,583 |  | 15,912 |
| Cumulative translation adjustment |  | $(11,216)$ |  | $(3,868)$ |
| TOTAL STOCKHOLDERS' EQUITY |  | 413,433 |  | 300,097 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY |  | 026,947 |  | 931,242 |

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| $\$ 175,515$ | $\$ 156,123$ |
| :---: | ---: |
| 86,974 | 69,719 |
| 31,882 | 21,519 |
| - | $(15,819)$ |
| 1,339 | 16,000 |
| $(5,270)$ | $(5,559)$ |
| $(48,550)$ | $(35,055)$ |
| 9,407 | $(8,674)$ |
| $(17,312)$ | 3,200 |
| $(26,119)$ | $(23,815)$ |
| $(12,309)$ | $(39,051)$ |
| ------1 |  |
| 195,557 | 138,588 |


| $(45,650)$ | $(47,637)$ |
| :---: | :---: |
| $(54,157)$ | $(53,319)$ |
| - | 37,324 |
| $(11,393)$ | 2,079 |
| $(111,200)$ | $(61,553)$ |
| 92,744 | 124,245 |
| 6,163 | 5,348 |
| $(123,166)$ | $(150,140)$ |
| $(66,666)$ | $(53,740)$ |
| $(90,925)$ | $(74,287)$ |
| $(6,568)$ | 2,748 |
| 58,771 | 14,892 |
| \$ 52,203 | \$ 17,640 |


| 45,073 |  |
| ---: | ---: |
| 70,917 | $\$ \quad 36,553$ |
| 78,101 |  |

NEWELL CO. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Note 1 - The condensed financial statements included herein have been prepared by the Company, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission, and reflect all adjustments necessary to present a fair statement of the results for the periods reported, subject to normal recurring year-end audit adjustments, none of which is material. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations, although the Company believes that the disclosures are adequate to make the information presented not misleading. It is suggested that these condensed financial statements be read in conjunction with the financial statements and the notes thereto included in the Company's latest Annual Report on Form 10-K.

Note 2 -
On October 2, 1995, the Company acquired Decorel Incorporated ("Decorel"), a manufacturer and marketer of ready-made picture frames. On November 2, 1995, the Company acquired Berol Corporation ("Berol"), a designer, manufacturer and marketer of markers and writing instruments. For these and other minor 1995 acquisitions, the Company paid $\$ 209.0$ million in cash, issued 379,507 shares of the Company's Common Stock (valued at $\$ 9.5$ million) and assumed $\$ 144.4$ million of debt. On January 22, 1996, the Company acquired The Holson Burnes Group, Inc. ("Holson Burnes"), a manufacturer and marketer of photo albums and picture frames. The Company paid $\$ 34.6$ million in cash and assumed $\$ 44.4$ million of debt. All of these 1995 and 1996 transactions were accounted for as purchases; therefore results of operations are included in the accompanying consolidated financial statements since their respective dates of acquisition. The acquisition costs were allocated on a preliminary basis to the fair market value of the assets acquired and liabilities assumed and resulted in goodwill of approximately $\$ 198.2$ million. The total adjustments to the purchase price allocations are not expected to be material to the financial statements.

The unaudited consolidated results of operations for the nine months ended September 30, 1996 and 1995 on a pro forma basis, as though Decorel, Berol and Holson Burnes had been acquired on January 1, 1995, are as follows:
(In millions, except per share data)

Net sales
Net income
\$2,119.7
\$2,145.7

Earnings per share
$-\quad 146.6$
per share
1.10
0.93

Note 3- The components of inventories at the end of each period, net of the LIFO reserve, were as follows:

| September 30, | December 31, |
| :---: | :---: |
| 1996 | 1995 |

Materials and supplies
(In millions)
\$119.9 \$147.7
Work in process
$96.6 \quad 87.5$
$304.7 \quad 274.0$
--- -
\$521.2 \$509.2
$======$
Note 4- Long-term marketable equity securities at the end of each period are summarized as follows:
September 30, December 31,
1996
1995

Aggregate market value
(In millions)

Aggregate cost
$\$ 62.8$ \$ 53.3
$26.8 \quad 26.8$

Unrealized gain
\$ 36.0
\$ 26.5 $=====\quad=====$
Long-term marketable equity securities are carried at fair value with adjustments for fair value reported separately as a component of stockholders' equity and are excluded from earnings.

Note 5- Property, plant and equipment at the end of each period consisted of the following:

|  | $\begin{gathered} \text { September } 30 \text {, } \\ 1996 \end{gathered}$ | December $1995$ |
| :---: | :---: | :---: |
| (In millions) |  |  |
| \$ | 21.5 | \$ 16.2 |
|  | 205.2 | 194.8 |
|  | 663.5 | 620.2 |
|  | 890.2 | 831.2 |
|  | (338.6) | (300.9) |
| \$ | 551.6 | \$ 530.3 |

Note 6- Long-term debt at the end of each period consisted of the following:

|  | Septem 19 | $\begin{array}{r} \text { Decembe } \\ 199 \end{array}$ |
| :---: | :---: | :---: |
|  | (In millions) |  |
| Medium-term notes | \$295.0 | \$345.0 |
| Commercial paper | 534.0 | 448.6 |
| Other long-term debt | 17.2 | 27.0 |
|  | 846.2 | 820.6 |
| Current portion | (41.3) | (59.0) |
|  | \$804.9 | \$761.6 |

Commercial paper in the amount of $\$ 534.0$ million is classified as long-term since it is supported by the revolving credit agreement discussed under Management's Discussion and Analysis - Liquidity and Capital Resources.

Note 7- In 1995, the Financial Accounting Standards Board ("FASB") issued SFAS No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed of." This statement was adopted by the Company on January 1, 1996. The impact of adopting this statement was not material to the consolidated financial statements.

Also, in 1995, the FASB issued SFAS No. 123, "Accounting for Stock Based Compensation." The Company adopted this statement effective January 1, 1996 and will provide the required additional disclosures in the footnotes to the annual consolidated financial statements.

Note 8- On October 15, 1996, the Company announced that in the fourth quarter of 1996, it will record a substantial unrealized gain as a result of the conversion of its holdings of Black \& Decker Corporation convertible preferred stock into Black \& Decker common stock.

In accordance with a provision of the original private placement agreement, Black \& Decker exercised its option to convert the preferred stock to common stock. The conversion of the preferred stock into common stock will increase the Company's investment in Black \& Decker recorded on its balance sheet by approximately $\$ 110.0$ million pre-tax, resulting in an after-tax unrealized gain of approximately $\$ 67.0$ million, which has the effect of increasing stockholders' equity but does not affect the income statement.

The Series B preferred stock paid a 7.75\% cumulative dividend, aggregating $\$ 10.2$ million annually or $\$ 0.07$ per share, net of tax. Following conversion, the annual dividends provided to the Company by the Black \& Decker common stock are expected to total $\$ 2.7$ million annually, or $\$ 0.02$ per share, net of tax. The common stock is classified as available for sale under the SFAS No. 115, "Accounting for Certain Investments in Debt and Equity Securities."

Note 9- See Part II, Item 1, Legal Proceedings for an explanation of the Company's current proceedings.

PART I. Item 2.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

Results of Operations
The following table sets forth for the periods indicated the items from the Consolidated Statements of Income as a percentage of net sales.

|  | Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1996 | 1995 |
| Net sales | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Cost of products sold | 68.0 | 68.2 | 68.8 | 69.2 |
| GROSS INCOME | 32.0 | 31.8 | 31.2 | 30.8 |
| Selling, general and administrative expenses | 13.8 | 13.3 | 15.3 | 14.7 |
| OPERATING INCOME | 18.2 | 18.5 | 15.9 | 16.1 |
| Nonoperating expenses (income): |  |  |  |  |
| Interest expense | 2.0 | 1.9 | 2.1 | 2.0 |
| Other | 0.1 | (0.1) | - | (0.1) |
| Net nonoperating expenses (income) | 2.1 | 1.8 | 2.1 | 1.9 |
| INCOME BEFORE INCOME TAXES | 16.1 | 16.7 | 13.8 | 14.2 |
| Income taxes | 6.3 | 6.7 | 5.5 | 5.7 |
| NET INCOME | 9.8\% | 10.0\% | 8.3\% | 8.5\% |

Three Months Ended September 30, 1996 vs. Three Months Ended September 30, 1995
$\qquad$
Net sales for the third quarter of 1996 were $\$ 761.9$ million, representing an increase of $\$ 110.6$ million or $17.0 \%$ from $\$ 651.3$ million in the third quarter of 1995. The overall increase in net sales was primarily attributable to contributions from Decorel (acquired September 1995), Berol (acquired November 1995), Holson Burnes (acquired January 1996) and internal growth of 4\%. Internal growth is defined as growth from continuing businesses owned more than two years, including minor acquisitions ("core businesses"). Net sales for each of the Company's product groups were as follows (in millions):

|  | 1996 | 1995 | \% Change | Primary Reasons for Change |
| :---: | :---: | :---: | :---: | :---: |
| (In millions) |  |  |  |  |
| Office Products | \$209.0 | \$149.4 | 39.9\% | Berol acquisition and 7\% internal growth |
| Home Furnishings | 234.8 | 191.9 | 22.4\% | Decorel and Holson Burnes acquisitions and $3 \%$ internal growth |
| Housewares | 218.4 | 210.8 | $3.6 \%$ | Internal growth |
| Hardware \& Tools | 99.7 | 99.2 | $0.5 \%$ | Internal growth |
|  | \$761.9 | \$651. 3 | 17.0\% |  |

Gross income in the third quarter of 1996 was $32.0 \%$ of net sales or $\$ 243.7$ million versus $31.8 \%$ or $\$ 207.2$ million in the third quarter of 1995 . Gross margins improved slightly, primarily as a result of increases in gross margins at Eberhard Faber (acquired October 1994) and Newell Europe (acquired December 1994).

Selling, general and administrative expenses ("SG\&A") in the third quarter of 1996 were $13.8 \%$ of net sales or $\$ 105.3$ million versus $13.3 \%$ or $\$ 87.0$ million in the third quarter of 1995. There was no material change in spending at the core businesses; the increase as a percentage of sales was primarily due to SG\&A at Decorel, Berol and Holson Burnes.

Operating income in the third quarter of 1996 was $18.2 \%$ of net sales or $\$ 138.4$ million versus $18.5 \%$ or $\$ 120.2$ million in the third quarter of 1995 . The slight decline in operating income as a percentage of net sales was attributable to SG\&A at Decorel, Berol and Holson Burnes.

Net nonoperating expenses in the third quarter of 1996 were $2.1 \%$ of net sales or $\$ 15.4$ million versus $1.8 \%$ or $\$ 11.7$ million in the third quarter of 1995 and are summarized as follows (in millions):


Interest expense (1)
Interest income
Goodwill amortization
Dividend income
Equity earnings in American Tool
Companies, Inc. (2)
Other
(1) The increase in interest expense was due to additional borrowings for the 1995 and 1996 acquisitions.
(2) The Company has a 49\% ownership interest.

The effective tax rate was 39.3\% in 1996 versus $40.0 \%$ in 1995.
Net income for the third quarter of 1996 was $\$ 74.6$ million, representing an increase of $\$ 9.5$ million or $14.6 \%$ from the third quarter of 1995. Earnings per share for the third quarter of 1996 increased $14.6 \%$ or $\$ 0.47$ versus $\$ 0.41$ in the third quarter of 1995. The increases in net income and earnings per share were primarily attributable to contributions from Berol, Decorel and Holson Burnes (net of associated interest expense and goodwill amortization) and an improvement in operating margins at several of the core businesses.

Net sales for the first nine months of 1996 were $\$ 2,115.2$ million, representing an increase of $\$ 286.0$ million or $15.6 \%$ from $\$ 1,829.2$ million in the first nine months of 1995. The overall increase in net sales was primarily attributable to contributions from Decorel, Berol, Holson Burnes and internal growth of $3 \%$. Net sales for each of the Company's product groups were as follows (in millions):


Gross income in the first nine months of 1996 was $31.2 \%$ of net sales or $\$ 660.8$ million versus $30.8 \%$ or $\$ 563.5$ million in the first nine months of 1995 . Gross margins improved slightly, primarily as a result of an increase in gross margins at Eberhard Faber and Newell Europe.

Selling, general and administrative expenses in the first nine months of 1996 were $15.3 \%$ of net sales or $\$ 324.5$ million versus $14.7 \%$ or $\$ 269.0 \mathrm{million}$ in the first nine months of 1995. There was no material change in spending at the core businesses; the increase as a percentage of sales was primarily due to SG\&A at Decorel, Berol and Holson Burnes.

Operating income in the first nine months of 1996 was $15.9 \%$ of net sales or $\$ 336.3$ million versus $16.1 \%$ or $\$ 294.7$ million in the first nine months of 1995. The slight decline in operating income as a percentage of net sales was attributable to SG\&A at Decorel, Berol and Holson Burnes.

Net nonoperating expenses in the first nine months of 1996 were $2.1 \%$ of net sales or $\$ 45.1$ million versus $1.9 \%$ or $\$ 34.5$ million in the first nine months of 1995 and are summarized as follows (in millions):

| 1996 | 1995 | \$ Change |
| :---: | :---: | :---: |
|  | (In millions) |  |
| \$ 43.7 | \$ 36.8 | \$ 6.9 |
| (2.8) | (1.2) | (1.6) |
| 17.6 | 13.9 | 3.7 |
| (9.6) | (9.8) | 0.2 |
| (5.3) | (5.6) | 0.3 |
| 1.3 | 16.0 | (14.7) |
| - | (15.8) | 15.8 |
| 0.2 | 0.2 | - |
| \$ 45.1 | \$ 34.5 | \$10.6 |

(1) The increase in interest expense was due to additional borrowings for the 1995 and 1996 acquisitions.
(2) The Company has a $49 \%$ ownership interest.
(3) The decrease was due primarily to a $\$ 16.0$ million write-down in carrying value of a long-term foreign investment in 1995.
(4) The change was due to a $\$ 15.8$ million gain recognized on the sale of a long-term marketable equity security in 1995.

The effective tax rate was $39.7 \%$ in 1996 versus $40.0 \%$ in 1995.
Net income for the first nine months of 1996 was $\$ 175.5$ million, representing an increase of $\$ 19.4$ million or $12.4 \%$ from the first nine months of 1995. Earnings per share for the first nine months of 1996 increased $12.1 \%$ to $\$ 1.11$ versus $\$ 0.99$ in the first nine months of 1995. The increases in net income and earnings per share were primarily attributable to contributions from Eberhard Faber and Berol (net of associated interest expense and goodwill amortization) and an improvement in operating margins at several of the core businesses.

## LIQUIDITY AND CAPITAL RESOURCES

The Company's primary sources of liquidity and capital resources include cash provided from operations and use of available borrowing facilities.

Operating activities provided net cash of $\$ 195.6$ million during the first nine months of 1996 , an increase of $\$ 57.0$ million from $\$ 138.9$ million in the comparable period of 1995. This change was primarily due to a concentrated effort to reduce inventory levels, as well as a decrease in the inventory needed to service customers (in response to the weak retail conditions in the last quarter of 1995 and the first quarter of 1996). The changes in deferred taxes and accrued liabilities are the result of a 1995 IRS audit settlement, for which there had been a reserve.

The Company has short-term foreign and domestic committed and uncommitted lines of credit with various banks and a commercial paper program which are available for short-term financing. Borrowings under the Company's uncommitted lines of credit at September 30 , 1996 totalled $\$ 16.6$ million, based upon such terms as the Company and the respective banks have mutually agreed upon. Borrowings under the Company's uncommitted lines of credit at the discretion of the lender. The Company's uncommitted lines of credit do not have a material impact on the Company's liquidity.

At September 30, 1996, the Company had outstanding $\$ 295.0$ million (principal amount) of medium-term notes with maturities ranging from one to five years at an average rate of interest equal to $6.4 \%$. The Company had outstanding $\$ 345.0$ million of medium-term notes at December 31, 1995.

In June 1996, the Company amended its revolving credit agreement to be a fiveyear $\$ 750.0$ million agreement which will terminate in June 2001. Under this agreement, the Company may borrow, repay and reborrow funds in an aggregate amount up to $\$ 750.0$ million, at a floating interest rate. At September 30, 1996, there were $\$ 93.7$ million of borrowings outstanding under the revolving credit agreement.

In lieu of borrowings under the Company's revolving credit agreement, the Company may issue up to $\$ 750.0$ million of commercial paper. The Company's revolving credit agreement provides the committed backup liquidity required to issue commercial paper. Accordingly, commercial paper may only be issued up to the amount available for borrowing under the Company's revolving credit agreement. At September 30,1996 , $\$ 534.0$ million (face or principal amount) of commercial paper was outstanding. The entire amount is classified as longterm debt.

The Company has a universal shelf registration statement under which the Company may issue up to $\$ 500.0$ million of debt and equity securities, subject to market conditions. At September 30, 1996, the Company had not yet issued any securities under this registration statement.

The Company's primary uses of liquidity and capital resources are capital expenditures, dividend payments and acquisitions.

Capital expenditures were $\$ 54.2$ million and $\$ 53.3$ million in the first nine months of 1996 and 1995, respectively.

The Company has paid regular cash dividends on its common stock since 1947. On February 6, 1996, the quarterly cash dividend was increased to $\$ 0.14$ per share from the $\$ 0.12$ per share that had been paid since May 11, 1995. Dividends paid were $\$ 66.7$ million and $\$ 53.7$ million in the first nine months of 1996 and 1995, respectively. This increase in dividends paid affected retained earnings, which increased by $\$ 108.9$ million and $\$ 102.4$ million in the first nine months of 1996 and 1995, respectively.

In 1996, the Company acquired Holson Burnes for $\$ 34.6$ million in cash and the assumption of $\$ 44.4$ million of debt. This acquisition was accounted for as a purchase and the cash portion of the purchase price was paid for with proceeds obtained from the issuance of commercial paper.

Working capital at September 30 , 1996 was $\$ 542.2$ million compared to $\$ 452.6$ million at December 31, 1995. The current ratio at September 30, 1996 was 1.85:1 compared to 1.67:1 at December 31, 1995. Total debt to total capitalization (net of cash and cash equivalents) was .39:1 at September 30, 1996 and .40:1 at December 31, 1995.

The Company believes that cash provided from operations and available borrowing facilities will continue to provide adequate support for the cash needs of existing businesses; however, certain events, such as significant acquisitions, could require additional external financing.

Item 1. Legal Proceedings

Reference is made to the discussion in Item 1 of Part II of the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 1996 with respect to the action brought by the Attorney General of the State of California and the District Attorney for Alameda County, California, against 12 companies, including a subsidiary of the Company, and other unnamed companies (the "Attorney General Case"). On September 6, 1996, the Company and several of its co-defendants filed an answer in this action, denying all material allegations and claims and pleading numerous affirmative defenses.

On August 6, 1996, 15 companies, including a subsidiary of the Company, and other unnamed companies, were named as defendants in a national and state private class action in the Superior Court of the State of California, County of Sacramento (the "Sacramento Case"), which represents a consolidation of three such actions filed in California in June and July 1996. In this case, the plaintiffs allege that some or all of these companies breached an implied warranty accompanying the sale of their mini-blinds, committed fraud by concealment, used false and misleading advertising, and employed unlawful, unfair or fraudulent business practices, in connection with the presence of lead in mini-blinds manufactured or sold by such companies. The plaintiffs seek injunctive relief, unspecified damages, restitution of purchase price, costs of the suit (including reasonable attorneys' fees), prejudgment interest and, with respect to the claim of fraud by concealment, punitive damages.

On October 4, 1996, a Petition for Coordination filed by one of the defendants requesting coordination of the Attorney General Case and the Sacramento Case was granted. As a result, all proceedings in both actions are stayed automatically until such time as the California Judicial Council appoints a coordination trial judge.

On October 30, 1996, the Company accepted tenders of defense of, and agreed to requests for indemnification from, two of its retailer customers that are named as defendants in one or both of the abovereferenced actions. In addition, the Company accepted another tender of defense of, and agreed to a request for indemnification from, one of these retailer customers with respect to a third case (the "Texas Case") in which it was named as a defendant. The Company accepted a similar tender concerning the Texas Case from a company (on behalf of itself and another retailer customer of the Company), which sold its imported vinyl mini-blind division (the "Division") to the Company. The Texas Case was filed as a private class action in the 11th Judicial District Court in Harris County, Texas on July 11, 1996 and alleges, among other things, that 10 companies, including the Division, violated the Texas Deceptive Trade Practices Act and breached express and implied warranties of merchantability by importing or distributing vinyl miniblinds containing lead. The plaintiffs, which are commercial multifamily dwelling owners in Harris County that purchased vinyl mini-blinds from the defendants, seek actual damages, prejudgment and postjudgment interest, punitive damages, court costs and reasonable attorneys' fees. Each of the Company's acceptances is limited to liability directly related to actions or omissions of the company.

Although management of the Company cannot predict the ultimate outcome of this matter with certainty, it believes that their ultimate resolution will not have a material impact on the Company's consolidated financial statements.

Item 6. Exhibits and Reports on Form 8-K
a) Exhibits:

27 Financial Data Schedule
b) Reports on Form 8-K:

None

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.

NEWELL CO.

Date November 8, 1996

Date November 8, 1996
/s/ William T. Alldredge
William T. Alldredge
Vice President - Finance
/s/ Brett E. Gries
Brett E. Gries
Vice President - Accounting \& Tax

This schedule contains summary financial
information extracted from the Newell Co. and Subsidiaries Consolidated Balance Sheets and Statements of Income and is qualified in its entirety by reference to such financial statements.

9-MOS

> DEC-31-1996

SEP-30-1996
52,203
0
452,401
$(8,941)$
521,217
1,177,183 890,146
$(338,583)$
3,026,947
634,990
804,859
0
0
158, 805
$1,254,628$
3,026,947
2,115,227
660,840
1,454,387
1,778,927
45,126
2,856
43,664
291,174
115,659
175,515
0
0

175,515
1.11
1.11

Allowances for doubtful accounts are reported as contra accounts to accounts receivable. The corporate reserve for bad debts is a percentage of trade receivables based on the bad debts experienced in one or more past years, general economic conditions, the age of the receivables and other factors that indicate the element of uncollectibility in the receivables outstanding at the end of the period.
See notes to consolidated financial statements.


[^0]:    See notes to consolidated financial statements.

