ANNUAL REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934


Registrant's telephone number, including area code: (815) 235-4171

Securities registered pursuant to Section $12(\mathrm{~b})$ of the Act:

| TITLE OF EACH CLASS | NAME OF EACH EXCHANGE ON WHICH REGISTERED |
| :---: | :---: |
| Common Stock, \$1 par value per share, and associated Common Stock Purchase Rights | New York Stock Exchange Chicago Stock Exchange |

Securities registered pursuant to Section $12(g)$ of the Act: None

Indicate by check mark 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 (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes [X] No [ ]

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation $S-K$ is not contained herein, and will not be contained, to the best of Registrant's knowledge, in definitive proxy
or information statements incorporated by reference in Part III of this Form $10-\mathrm{K}$ or any amendment to this Form 10-K. [ ]

There were 282.5 million shares of the Registrant's Common Stock outstanding as of February 28, 2002. The aggregate market value of the shares of Common Stock (based upon the closing price on the New York Stock Exchange on that date) beneficially owned by non-affiliates of the Registrant was approximately $\$ 7,785.8$ million. For purposes of the foregoing calculation only, which is required by Form $10-\mathrm{K}$, the Registrant has included in the shares owned by affiliates those shares owned by directors and officers of the Registrant, and such inclusion shall not be construed as an admission that any such person is an affiliate for any purpose.

The Form $10-K$ has been amended to include the information in Part III that had previously been incorporated by reference and to make other minor revisions.

DOCUMENTS INCORPORATED BY REFERENCE

PART III

None.

## ITEM 1. BUSINESS

"Newell" or the "Company" refers to Newell Rubbermaid Inc. alone or with its wholly-owned subsidiaries, as the context requires.

## GENERAL

The Company is a global manufacturer and full-service marketer of name-brand consumer products serving the needs of volume purchasers, including discount stores and warehouse clubs, home centers and hardware stores, and office superstores and contract stationers. The Company's basic business strategy is to merchandise a multi-product offering of everyday consumer products, backed by an obsession with customer service excellence and new product development, in order to achieve maximum results for its stockholders. The Company's multiproduct offering consists of name-brand consumer products in five business segments: Rubbermaid; Parker/Eldon; Levolor/Hardware; Calphalon/WearEver and Little Tikes/Graco. The Company's financial objectives are to achieve above-average sales and earnings per share growth, maintain a superior return on investment and maintain a conservative level of debt. To accomplish these objectives, the Company established five key measures to measure financial performance: internal sales growth, operating income as a percent of sales, working capital as a percent of sales, free cash flow and return on invested capital. The Company defines free cash flow as cash provided from operating activities less capital expenditures and dividends.

In an effort to achieve superior performance in the five key financial measures, the Company introduced six transformational strategic initiatives in 2001 as follows: Productivity, New Product Development, Marketing, Key Accounts, Streamlining, and Collaboration.

Productivity is the initiative to reduce the cost of manufacturing a product by at least five percent per year, annually. New Product Development represents the commitment to develop and introduce cutting-edge, innovative new products to the market. The marketing initiative represents the Company's commitment to transform from a push to pull marketing organization, focusing on the end-user. The Key Account initiative represents the Company's intention to allocate resources to those strategic retailers the Company believes will continue to grow in the near future. Streamlining is the commitment to reduce non-value added costs and cut out excess layers, in an effort to be the low-cost supplier. Collaboration is the Company's initiative for the divisional operating units to work together and maximize economies of scale and the use of best-practices.

Forward-looking statements in this Report are made in reliance upon the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements may relate to, but are not limited to, information or assumptions about sales, income, earnings per share, return on equity, return on invested capital,
(including environmental matters), future economic performance, operating income improvements, synergies, management's plans, goals and objectives for future operations and growth or the assumptions relating to any of the forward-looking statements. The Company cautions that forward-looking statements are not guarantees since there are inherent difficulties in predicting future results. Actual results could differ materially from those expressed or implied in the forward-looking statements. Factors that could cause actual results to differ include, but are not limited to, those matters set forth in this Report and Exhibit 99 to this Report.

## RUBBERMAID

The Company's Rubbermaid business is conducted by the Rubbermaid Home Products, Rubbermaid Commercial Products, Curver (Europe), Rubbermaid Closet \& Organization Products and Goody divisions. Rubbermaid Home Products and Curver design, manufacture or source, package and distribute indoor and outdoor organization, storage, and cleaning products. Rubbermaid Commercial Products designs, manufactures or sources, packages and distributes industrial and commercial waste and recycling containers, cleaning equipment, food storage, serving and ransport containers, outdoor play systems and home health care products. Rubbermaid Closet \& Organization Products primarily designs, manufactures or sources, packages and distributes wire storage and laminate products and ready-to-assemble closet organization and work shop cabinets and distributes hardware, which includes bolts, screws and mechanical fasteners. Goody designs, sources, manufactures, packages and distributes hair care accessories.

Rubbermaid Home Products, Rubbermaid Commercial Products, Curver, Rubbermaid Closet \& Organization Products and Goody primarily sell their products under the Rubbermaid\{R\}, Curver\{R\}, Blue Ice\{R\}. Carex\{R\}, Wilhold\{R\}, Dorfile\{R\}, Lee Rowan\{R\}, System Works\{R\}, Ace\{R\}, and Goody\{R\} trademarks.

Rubbermaid Home Products, Curver and Goody market their products directly and through distributors to mass merchants, warehouse clubs, grocery/drug stores and hardware distributors, using a network of manufacturers' representatives, as well as regional direct sales representatives and market-specific sales managers. Rubbermaid Commercial Products and Rubbermaid Closet \& Organization Products market their products directly and through distributors to commercial channels and home centers using a direct sales force.

PARKER/ELDON

The Company's Parker/Eldon business is conducted by the Sanford North America, Sanford International, Eldon Office Products and Cosmolab divisions. Sanford North America primarily designs, manufactures or sources, packages and distributes permanent/waterbase markers, dry erase markers, overhead projector pens, highlighters, wood-cased pencils, ballpoint pens and inks, and other art supplies. It also
distributes other writing instruments including roller ball pens and mechanical pencils for the retail marketplace. Sanford International primarily designs and manufactures, packages and distributes ball point pens, wood-cased pencils, roller ball pens and other art supplies for the retail and distributor markets. Eldon Office Products primarily designs, manufactures or sources, packages and
distributes desktop accessories, computer accessories, storage products, card files and chair mats. Cosmolab primarily designs and manufactures, packages and distributes private label cosmetic pencils for commercial customers.

Sanford primarily sells its products under the trademarks Sanford\{R\}, Sharpie\{R\}, Paper Mate\{R\}, Parker\{R\}, Waterman\{R\}, Colorific\{R\}, Eberhard Faber\{R\}, Berol\{R\}, Grumbacher\{R\}, Reynolds\{R\}, Rotring\{R\}, Uni-Ball\{R\} (used under exclusive license from Mitsubishi Pencil Co. Ltd. and its subsidiaries in North America), Expo\{R\}, Accent\{R\}, Vis-a-Vis\{R\}, Expresso\{R\}, Liquid Paper\{R\}, and Mongol\{R\}. Eldon Office Products markets its products under the Rolodex\{R\}, Eldon\{R\}, Rogers $\{R\}$ and Rubbermaid $\{R\}$ trademarks.

Sanford North America markets its products directly and through distributors to mass merchants, warehouse clubs, grocery/drug stores, office superstores, office supply stores, contract stationers, and hardware distributors, using a network of company sales representatives, regional sales managers, key account managers and selected manufacturers' representatives. Sanford International markets its products directly to retailers and distributors using a direct sales force. Eldon Office Products markets its products directly and through distributors to mass merchants, warehouse clubs, grocery/drug stores, office superstores, office supply stores and contract stationers, using a network of manufacturers' representatives, as well as regional zone and market-specific key account representatives and sales managers.

## EEVOLOR/HARDWARE

The Company's Levolor/Hardware business is conducted by the Levolor/Kirsch, Newell Window Fashions Europe, Amerock Cabinet and Window Hardware Systems, EZ Paintr, BernzOmatic and Newell Hardware Europe divisions. Levolor/Kirsch primarily design, manufacture or source, package and distribute drapery hardware, made-to-order and stock horizontal and vertical blinds, as well as pleated, cellular and roller shades for the retail marketplace. Levolor/Kirsch also produces window treatment components for custom window treatment fabricators. Newell Window Fashions Europe primarily designs, manufactures, packages and distributes drapery hardware and made-toorder window treatments for the European retail marketplace. Amerock Cabinet and Window Hardware Systems manufacture or source, package and distribute cabinet hardware for the retail and O.E.M. marketplace and window hardware for window manufacturers. EZ Paintr manufactures and distributes manual paint applicator products. BernzOmatic manufactures and distributes propane/oxygen hand torches. Newell Hardware Europe is a manufacturer and marketer of shelving and storage products, cabinet hardware and functional trims.

Amerock, EZ Paintr, BernzOmatic, and Newell Hardware Europe primarily sell their products under the trademarks Amerock\{R\}, Allison\{R\}, EZ

Paintr\{R\}, Shur-Line\{R\}, Rubbermaid\{R\}, BernzOmatic\{R\}, Douglas Kane\{R\}, Spur $\{R\}$, Nenplas $\{R\}$, Homelux $\{R\}$ and Ashland $\{R\}$.

Levolor/Kirsch and Newell Window Fashions Europe primarily sell their products under the trademarks Levolor\{R\}, Newell\{R\}, LouverDrape $\{R\}$, $\operatorname{Del} \operatorname{Mar}\{R\}, \operatorname{Kirsch}\{R\}, \operatorname{Acrimo\{ R\} ,~Swish\{ R\} ,~}$ Gardinia\{R\}, Harrison Drape\{R\}, Spectrim\{R\}, MagicFit\{R\}, Riviera\{R\} and Levolor Cordless\{TM\}. Amerock, EZ Paintr, BernzOmatic and Newell Hardware Europe primarily sell their products under the trademarks Amerock\{R\}, Allison\{R\}, EZ Paintr\{R\}, BernzOmatic\{R\}, Nenplas\{R\}, Homelux\{R\}and Ashland\{R\}.

Levolor/Kirsch, Amerock, EZ Paintr and BernzOmatic market their products directly and through distributors to mass merchants, home centers, department/specialty stores, hardware distributors, custom shops and select contract customers, using a network of manufacturers' representatives, as well as regional account and market-specific sales managers. Newell Window Fashions Europe and Newell Hardware Europe market their products to mass merchants and buying groups using a direct sales force.

On March 3, 2002, the Company reached a definitive agreement to acquire American Tool Companies, Inc., a leading manufacturer of hand tools and power tool accessories, in which the Company already holds a 49.5 percent stake. The purchase price is approximately $\$ 419$ million, which includes cash for the equity of the other shareholders of American Tool and the assumption of 100 percent of American Tool's debt. American Tool had fiscal 2001 revenues of $\$ 443.6$ million and has manufacturing and distribution facilities in the U.S., Europe, South America, Australia and Asia. American Tool will become part of the Levolor/Hardware Group. The Company expects to close the
transaction, which is subject to regulatory approvals and other customary closing conditions, by the end of April 2002.

## CALPHALON/WEAREVER

The Company's Calphalon/WearEver business is conducted by the Mirro, Panex, Calphalon cookware and bakeware divisions, the Anchor Hocking and Newell Europe glassware divisions, Connoisseur/Burnes and Newell Photo Fashion Europe divisions. Mirro and Panex primarily design, manufacture, package and distribute aluminum and steel cookware and bakeware for the U.S. and Central and South America retail
marketplace. In addition, Mirro designs, manufactures, packages and distributes various specialized aluminum cookware and bakeware items for the food service industry. It also produces aluminum contract stampings and components for other manufacturers and makes aluminum and plastic kitchen tools and utensils. Mirro's manufacturing operations are highly integrated, rolling sheet stock from aluminum ingot, and producing phenolic handles and knobs at its own plastics molding facility. Calphalon primarily designs, manufactures or sources, packages and distributes hard anodized aluminum and stainless
steel cookware and bakeware for the department/specialty store marketplace. Anchor Hocking and Newell Europe glassware primarily design, manufacture, package and distribute glass products. These products include glass ovenware, servingware, cookware and dinnerware products. Anchor Hocking also produces foodservice products, glass lamp parts, lighting components, meter covers and appliance covers for the foodservice and specialty markets. Newell Europe also produces glass components for appliance manufacturers, and its products are marketed primarily in Europe, the Middle East and Africa. Connoisseur/Burnes and Newell Photo Fashion Europe primarily design, manufacture or source, package and distribute wood, wood composite and metal ready-made picture frames and photo albums.

Mirro and Calphalon primarily sell their products under the trademarks Mirro\{R\}, WearEver $\{R\}$, Calphalon $\{R\}, \operatorname{Regal}\{R\}, \operatorname{Panex}\{R\}, \operatorname{Penedo}\{T M\}$, Rochedo $\{T M\}$, Clock $\{T M\}$, AirBake $\{R\}, \operatorname{Cushionaire\{ R\} ,~Concentric~Air\{ R\} ,~}$ Channelon\{R\}, WearEver Air\{R\}, Club\{R\}, Royal Diamond\{R\} and Kitchen Essentials\{R\}. Anchor Hocking products are sold primarily under the trademarks Anchor\{TM\}, Anchor Hocking\{R\} and Oven Basics\{R\}. Newell Europe's products are sold primarily under the trademarks of Pyrex\{R\}, Vision and Visions\{R\} (each used under exclusive license from Corning Incorporated and its subsidiaries in Europe, the Middle East and Africa only), Pyroflam\{R\} and Vitri\{R\}. Connoisseur/Burnes ready-made picture frames are sold primarily under the trademarks Intercraft\{R\}, Decorel \{R\}, Burnes of Boston\{R\}, $\operatorname{Carr}\{R\}$, Rare Woods $\{\mathrm{R}\}$, Terragrafics\{R\} and Connoisseur\{R\}, while photo albums are sold primarily under the Holson\{R\} trademark. Newell Photo Fashion Europe primarily sell their products under the trademarks Albadecor\{R\} and Panodia\{R\}

Mirro markets its products directly to mass merchants, warehouse clubs, grocery/drug stores, department/specialty stores, hardware distributors, cable TV networks and select contract customers, using a network of manufacturers' representatives, as well as regional zone and market-specific sales managers. Calphalon primarily markets its products directly to department/specialty stores. Anchor Hocking markets its products directly to mass merchants, warehouse clubs, grocery/drug stores, department/specialty stores, hardware distributors and select contract customers, using a network of manufacturers' representatives, as well as regional zone and marketspecific sales managers. Anchor Hocking also markets its products to manufacturers which supply the mass merchant and home party channels of trade. Newell Europe markets its products to mass merchants, industrial manufacturers and buying groups using a direct sales force and manufacturers' representatives in some markets. Connoisseur/Burnes markets its products directly to mass merchants, warehouse clubs, grocery/drug stores and department/specialty stores, using a network of manufacturers' representatives, as well as regional zone and market-specific sales managers. Intercraft $\{R\}$, Decorel\{R\} and Holson\{R\} products are sold primarily to mass merchants, while the remaining U.S. brands are sold primarily to department/specialty stores. Newell Photo Fashion Europe markets its products to mass merchants, buying groups and the do-it-yourself market using a direct sales force.

LITTLE TIKES/GRACO

The Company's Little Tikes/Graco business is conducted by the Little Tikes and Graco/Century divisions. These businesses design, manufacture or source, package and distribute infant and juvenile products such as toys, high chairs, infant seats, strollers, play yards, ride-ons and outdoor activity play equipment.

Little Tikes and Graco/Century market their products directly and
through distributors to mass merchants, warehouse clubs, grocery/drug stores and hardware distributors, using a network of manufacturers' representatives, as well as regional direct sales representatives and market-specific sales managers.

NET SALES BY BUSINESS SEGMENT

The following table sets forth the amounts and percentages of the Company's net sales for the three years ended December 31 (including sales of acquired businesses from the time of acquisition and sales of divested businesses through date of sale), for the Company's five business segments. Sales to Wal*Mart Stores, Inc. and subsidiaries amounted to approximately $15 \%$ of consolidated net sales in 2001 , 2000 and 1999. Sales to no other customer exceeded $10 \%$ of consolidated net sales.


## -Growth Strategy

## Whe Company's growth strategy emphasizes internal growth and

- acquisitions. The Company has grown internally principally by
- introducing new produets, entexing new domestic and international
markets, adding new eustomers, eross-selling existing product lines to
- eurrent eustomexs and supporting its U.S. based eustomexs'
international expansion. The Company has supplemented internal
growth, both domestically and internationally, by aequiring businesses
with brand name produet lines and improving the profitability of sueh
-businesses through an integration proeess refexred to as
"Newellization." Since 1990, the Company has eompleted more than 20 major aequisitions (exeluding Rubbermaid) representing more than \$3 -billion in additional sales.


## Internal Growth

## An important element of the Company's growth strategy is internal

growth. Internal growth is acemplished through introducing new
products, entexing new domestic and internationat markets, adding new
eustomers, eross-selling existing product lines to eurrent eustomers . and supporting its U.S. based eustomers' international expansion.

- businesses," which include continuing businesses owned more than one
year and minox aequisitions. The company's goal is to achieve above-

The Company supplements internal growth by acquiring businesses and - produet lines with a strategie fit with the Company's existing businesses. It also seeks to acquire produet lines with a number one or two position in the maxkets in which they empete, a low teehnology - level, a long product life eyele and the potential to reach the - Company's standard of profitability. In addition to adding entirely new product lines, the company uses acquisitions to round out existing - businesses and fill gaps in its product offering, add new eustomers — and distribution ehannels, expand shelf spaee for the Company's products with existing eustomers, and improve operational efficiency - through shared resourees. The company intends to eontinue to pursue - aequisition opportunities to complement internal growth.

Newellization

_"Nellization" is the Company's well-established profit improvement and produetivity enhaneement proees that is applied to integrate - newly acquired product lines. The Newellization proeess includes - establishing a more foused business strategy, improving eustomex -sexvice, reducing eoxporate ovexhead through eentralization of -administrative functions and tightening finaneial eontwols. In - integrating aequired businesses, the Company typically eentralizes - acounting systems, capital expendituxe approval, eash management, -order proesing, billing, eredit, aceunts reeeivable and data - proeessing operations. To enhanee efficieney, Newellization also - fouses on improving manufacturing processes, eliminating

- non-productive lines, reducing inventories, increasing aeounts -receivable turnover, extending aceounts payable terms and trimming - exees eosts. The Newellization proess usually takes approximately two to three years to eomplete.

Sclective Globalization

The Company is pursuing selective international opportunities to further its internal growth and acquisition objectives. The rapid growth of consumer goods economies and retail struetures in several -regions outside the U.S., partieularly Europe, Mexieo and south Amexica, makes them attractive to the company by providing selective -opportunities to aequire businesses, develop partnexships with new foreign eustomers and extend relationships with the company's domestie - eustomers whose businesses are growing internationally. The Company's -reent aequisitions, combined with existing sales to foreign eustomers, increased its sales outside the U.S. to approximately $27 \%$ - of total sales in 2001 from $25 \%$ in 2000 and $23 \%$ in 1999. 11

Additional information regarding aequisitions of businesses is - included in Item 6 and Footnote 2 to the consolidated financial -statements.
_ STRATEGIC INITIATIVES

Productivity

The Company's objective is to reduce the eost of manufacturing a product by at least five percent per year on an ongoing basis in oxdex to become the low-cost suppliex to our eustomexs. To achieve

- productivity, the company will focus on reducing purchasing eosts, materials handling eosts, manufacturing inefficiencies, and exeess brexhead eosts to reduec the overall eost of manufacturing products.
- New Product Development

The Company is detexmined to become the leadex in introducing eutting -edge, innovative, and patented new produets to the marketplace. The Company secks to employ the best and brightest new product engineexs - in order to achieve this goal through the implementation and eveeution - of a world-elass product development proees. The Company's intention is to beeme a "new product machine" that will enhanee the brand image and help secure additional store listings.
-Marketing
sales programs, innovative mexehandising support, in-store sexviees and responsive top management.

The Company's marketing skills help eustomers stimulate store traffie mand sales through timely advertising and innovative promotions. The Company also assists eustomers in differentiating their offerings by customizing products and packaging. Through self-selling packaging and displays that emphasize good-bettex best value relationships, retail eustomers are eneouraged to trade up to higher value, best -quality products.

The company is also eommitted to selective media advextising,
ineluding national television advertising, where appropriate in ordex - to increase brand awareness among end-users of the product.

Customer service also involves eustomex eontact with top level
decision makers at the Company's divisions. As part of its
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- deeentralized structure, the Company's division presidents are the ehief maxketing officers of their product lines and eommunicate
- directly with eustomers. This structure permits early reognition of -market trends and timely response to eustomex problems.

> Multi Produet Offering

The Company's increasingly broad product eoverage in multiple product - lines permits it to more effectively meet the needs of its eustomers. With families of leading, brand name products and profitable new products, the Company also can help volume purchasexs sell a more -profitable product mix. As a potential single souree for an entire product line, the company can use program mexehandising to improve product presentation, optimize display spaee for both sales and ineome - and encourage impulse buying by retail eustomers.

Customer Service

The company believes that one of the primary ways it distinguishes
itself from its eompetitors is through eustomer sexviec. The compuny's ability to provide superior eustomer serviee is a result of its - information technology, maxketing and mexchandising programs designed to enhance the sales and profitability of its eustomexs and eonsistent on-time delivery of its products

Key Aecounts

In 2001, the Company introduced the Key Aceount Program, establishing -sales organizations specifically to handle Wal*Mart, The Home Depot and Low's. As part of this program, the Company established - President level positions to more effectively manage the relationships With these aeeounts. The program allows the company to present these -ustomers with "one faee" to enhanee the company's response time and - understanding of the eustomex's needs, ensuring the best possible relationship.

Phoenix Program

In 2001, the Company introdued its phoenix program. This initiative is an action oriented field sales foree eonsisting of approximately 500 recent university graduates. The team woxks in the field, primarily within our Key Aceount structure performing product demonstrations, mexchandising product, interacting with the end-usex, - and maintaining an ongoing relationship with store personnel. This
initiative allows the Company to encure product placement and minimize stock outages. As a result of this program, the company will leverage their relationship with these Key Aecounts to maximize shelf space potential.

Collaboration

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## On-Time Delivery

A exitical element of the Company's eustomex sexviee is eonsistent on-
t time delivery of produets to its eustomers. Retailers are pursuing a

- number of strategies to deliver the highest-quality, lowest-cest
- produets to their eustomers. A growing trend among retailers is to
purehase on a "just-in-time" basis in order to reduee inventory eosts -and increase returns on investment. As retailers shorten their lead - times for oxders, manufacturexs need to moxe closely anticipate -consumer buying patterns. The Company supports its retail eustomers' "just in time" inventory strategies through investments in improved - forecasting systems, more responsive manufacturing and distribution - capabilities and electronic eommunieations. The company manufactures the vast majority of its produets and has extensive experienee in -high-volume, eost-effective manufacturing. The high-volume nature of - its manufacturing proesses and the relatively consistent demand fox its produets enables the company to ship most products directly from Lits factories without the need for independent warehousing and - distribution centexs. For 2001, approximately g8\% of the items - ordered by eustomers were shipped on time, typically within two to three days of the eustomer's order.

Loreign operations

- Information regarding the Company's 2001, 2000 and 1999 foreign
- perations is included in Footnote 14 to the eonsolidated finaneial statements and is ineorporated by referenee herein.
-Raw Materials

The Company has multiple foreign and domestic sourees of supply fox -substantially all of its material requirements. The raw materials and - various purchased components required for its products have genexally -been available in sufficient quantities.
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Whe dollar value of unshipped factory orders is not matexial.
-Seasonal Variations

The Company's product groups are only moderately affected by seasonal — trends. The Rubbermaid, Little Tikes/Graee and Calphalon/Hearfver business segments typieally have higher sales in the seeone half of
sehool season. Because these seasonal trends are modexate, the

The Company has many patents, trademarks, brand names and trade names, none of which is considered material to the consolidated operations.

## Competition

The Company competes with numerous other manufacturexs and
distributors of eonsumer products, many of which are large and wellestablished. The Company's prineipal eustomexs are large mass

- mexchandisexs, such as discount stores, home centers, warehouse elubs Cand office superstores. The rapid growth of these large mass mexehandisexs, togethex with changes in consumex shopping pattexns, have contributed to a significant consolidation of the eonsumex - products retail industry and the formation of dominant multi-eategory retailexs, many of which have strong bargaining power with suppliexs. This environment significantly limits the company's ability to recover - eost increases through selling prices. other trends among retailexa - are to foster high levels of eompetition among suppliexs, to demand that manufacturexs supply innovative new products and to require - suppliers to maintain or reduce produet priees and deliver produets With shorter lead times. Another trend, in the absence of a strong - Hew product development effort or strong end-uscr brands, is for the retailer to import generie products directly from foreign sourees. - The combination of these market influenees has created an intensely - competitive environment in whieh the Company's prineipal eustomers continuously evaluate which produet suppliexs to use, resulting in pricing presures and the need for strong end user brands, the ongoing - introduction of innovative new products and eontinuing improvements in oustomer serviec.
-For more than 30 years, the Company has positioned itself to respond to the ehallenges of this retail environment by developing strong relationships with large, high-volume purchasers. The company maxkets - its strong multi product offering through virtually every eategory of b high-volume retailex, including diseount, drug, greecy and variety chains, warehouse elubs, department, hardware and pecialty stores, home eenters, offiee superstores, eontract stationers and military - exchanges. The Company's largest eustomer, Nal*Mart (including Sam's Club), aceounted for approuimately $16 \%$ of net sales in 2001. Other 16


## top ten eustomexs included The Home Depot, Lowers, Toys re us, Target,

 Wmart, The Office Depot, JC Penney, United Stationers, and Staples.—The Company's other principal methods of mecting its competitive challenges are high brand name reeognition, supexior eustomex sexviee (including industry leading information technology, innovative "goodbetter best" marketing and mexchandising programs), eonsistent on time delivery, decentralized manufacturing and maxketing, centralized
administration, and experieneed management.

## Environment

The following table shows the location and general character of the prineipal operating facilities owned or leased by the Company. The properties are listed within their designated business segment:

- Rubbexmaid Group; Calphalon/WeaxEver Group; Paxkex/Eldon Gxoup;
- Levolor/Hardware Group; and Iittle Tikes/Graes Group. These are the
primary manufacturing locations and in many instanees aloo eontain
-administrative offices and warehouses used for distribution of our - products. The Company also maintains sales offiees throughout the UUnited States and the world. The exeeutive offiees are located in Rrekford, II, which is a leased facility oceupying approvimately -9,800 square feet. The eorporate offices are located in Illinois - in owned facilities at Freeport (approximately 91,000 square feet). Most of the idle facilities, which are excluded from the following
list, are subleased while being held pending sale or lease expitation.
-The Company's properties are generally in good eondition, well-
maintained, and are suitable and adequate to eary on the company's
- business.


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Whe Parkex/Eldon Group






- SUPRLEMENTARY ITEM —— EYECUTIVE OEFICERS OE THE REGISTRANT
Name Ne Dresent Dosition With The Company
Joseph Galli, Jr. 43 President and Chief Exeeutive

- Joseph Galli, Jx. has been President and Chief Eveeutive Officer of
the Company sinee Januaxy 8, 2001. Prior thereto, he was President - and Chief Ereeutive Officer of VexticalNet, Ine. (an internet business - to business eompany) from May 2000 until January 2001. From June -1999 until May 2000, he was President and chief operating offieer of Amazon.eom (an internet business to consumer eompany). From 1و80 until - June 1999, he held a variety of positions with The Black and Deckex Corporation (a manufacturex and marketer of por tools and aceesories), -ulminating as President of Black and Deckex's Woxldwide Power Tools - and Aceesories Group.

William T. Alldredge has been President - Corporate Development and Chief Finaneial Officer sinee January 2001. Prior thereto, he was President International Business Development from Deeember 1999 until January 2001. From August 1983 until Deeember 1999, he was Viee President Einanee.

- Jeffexy E. Cooley has been Group President of the Company's

Calphalon/Wearbver business segment sinee November 2000. Priox
thereto, he was President of the Company's Calphalon division from
1990 through october 2000 .

David A. Klatt has been Group President of the Company's Rubbermaid and Little Tikes/Graeo business segments sinee July 2001. From April - 2001 to July 2001, he was Division President of Rubbermaid Home

## ITEM 5. MARKET FOR REGISTRANT'S COMMON EQUITY AND REIATED STOCKHOLDER MATTERS

The Company's common stock is listed on the New York and Chieago Stock - Exehanges (symbol: NHI). As of Deeember 31, 2001, thexe were 24, 868 -stockholders of record. The following table sets forth the high and Low sales prices of the eommon stock on the New York stock Evehange Composite Tape (as published in the Wall street Journal) for the - calendar periods indieated:


The Company has paid regular eash dividends on its eommon stock sinee 1947. The quarterly eash dividend has been $\$ 0.21$ per share since - February 1, 2000, when it was increased from the $\$ 0.20$ per share that had been paid since February 0,1999 . Prior to this date, the quartexly eash dividend paid was $\$ 0.18$ per share sinee February 10 , - 1998.

Information regarding the $5.25 \%$ convertible quaxterly ineome prefexred

- seeurities issued by a wholly owned subsidiary trust of the company,
—Which are reflected as outstanding in the Company's Consolidated
Financial Statements as Company Obligated Mandatorily Redeemable
Convertible Preferred securities of a subsidiary Trust, is included in Footnote 6 to the Consolidated Financial Statements.

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- ITEM 6. SRIECTED FINANCIAI DATA
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## The following is a summary of cextain consolidated financial

- information relating to the Company at December 31. The summaxy has
been derived in part from, and should be read in eonjunction with, the Consolidated Financial Statements of the company included elsewhere in - this report and the sehedules thereto.




(1) Supplemental data regarding 2001,2000 and 1999 is provided in

Item 7, Management's Diseussion and Analysis of Results of operations and Financial condition.
(2) The 1998 restructuring eosts included $\$ 53.4$ million for eosts to

- exit business aetivities at five facilities, $\$ 45.8 \mathrm{million} \mathrm{te}$ Write down impaired long-lived assets to their fair value and
- 16.0 million relating to employee severance and texmination
benefits. The 1997 Restructuring Costs included $\$ 16.0$ million of
eharges reeorded by Rubbermaid for impaired fived assets, \$4.1 million for employee terminations eosts and $\$ 1.4 \mathrm{million}$ fox plant elosures; an additional $\$ 15.7$ million for product line diseontinuanee eosts is reeorded in cost of produets sold.
(3) The 1997 godwill amoxtization included an \$81.0 million eharge for the wite off of impaired assets.
(4) The 1998 othex nonopexating ineome included a $\$ 191.5 \mathrm{million}$ gain - On the sale of Black \& Decker eommon stock and $\$ 59.8 \mathrm{million}$ of gains on the sale of the Decora, Newell Plasties and stuart Hall
(5) Working capital is defined as Current Assets less Current
- Liabilities.
-On Januay 21, 1998, the Company aequired Curver consumex Products. -Curver is a manufacturer and marketer of plastic housewares produets -in Europe and operates as part of Rubermaid Europe.
-On Mareh 27, 1998, the Company aequire Swish Track and Pole from
-Nend ple. Swish is a manuacturex and marketer of deeorative and
-functional win furnishings in Europe and operates as part of Newell Window Fashions Europe.
- On May 19, 1998, the Company acquired cextain assets of Century

Produets. Century is a manufacturer and marketer of infant produets wueh as car seats, strollexs and infant carriexs and operates as part - of the Graeo/century division.

On June 30, 1998, the Company purchased Panex S.A. Industria e
Comereio, a manufacturer and marketer of aluminum eookware produets -based in Brazil. Panex operates as part of the Mirro division.

On August 31, 1998, the Company purehased the Gardinia Gxoup, a -manufacturex and supplicx of window treatments based in Germany.
-Gardinia operates as part of Newell Window Fashions Europe.

- On September 30,1990 , the Company purchased the Rotring Group, a manufacturex and supplicx of writing instruments, drawing ingtruments, bart matexials and eolor eosmetic products based in Gexmany. The
woiting and drawing instruments portion of Rotring operates as part of CSanford International. The art matexials portion of Rotring operates - as part of Sanford North America. The color eosmetic produets portion -of Rotring operates as a separate U.S. division, cosmolab.

For the requisitions made in 1998 , the Company paid $\$ 615.7$ million in - eash and assumed $\$ 99.5 \mathrm{milli}$ in in debt. The finalized purchase priee allocations for these aequisitions resulted in trade names and - goodwill of approximately $\$ 387.1$ million.
$\qquad$

On Mareh 5, 1997, the Company purchased the Rolodex business, a marketer of office produets sueh as eard files, personal organizers

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- and papex punches, from Insileo Coxpoxation. Rolodex was integrated -into Fldon.
-On May 30, 1997, the Company acquired the Kirseh business, a
-manufacturex and distributor of drapery hardware and eustom window coverings, from cooper Industries Incorporated. The Kirseh North Ameriean operations were eombined with Newll Window Eurnishings and Levolor Home Fashions; the Kirseh European portion operates as part of Newell Window Fashions Europe.


(1) Quartexly gross income amounts differ from those diselosed in the Lorm 10-e for each respective quarter due to the reclassification - of restrueturing eharges related to diseontinued product lines to - conform with the 2001 presentation. Charges reclassified from - Restructuring costs to cost of Produets sold in 2001 were (in thousonds): $\$ 87, \$ 888, \$ 485$ and $\$ 4,091$ for the first, seeond, third and fourth quarters, respectively; the full year 2000
reclassification totaled $\$ 5,551$.
$\longrightarrow \quad 30$

| ITEM 7. MANAGEMENT'S DISCUSSION AND ANAIYSIS OF RESULTS OF |
| :--- |
| OPFRATIONS AND EINANCIAI CONDITION |

The following discussion and analysis provides information which
management believes is relevant to an assessment and undexstanding of

- the company's consolidated results of operations and financial
-condition. The diseussion should be read in eonjunction with the
consolidated Financial Statements and footnotes thereto.
RESULTS OF OPERATIONS
- The following table sets forth for the periods indicated items from the Consolidated Statements of Ineome as a pereentage of net sales:


| Net Noneperating Expenses | 2.3 | 2.1 | 1.7 |
| :--- | :--- | :--- | :--- |
| Ineome before income taves | 6.0 | 9.9 | 3.4 |
| Ineome taxes | 2.2 | 3.8 | 2.0 |
| Net Ineome | 3.80 | $6.1 \%$ | $1.4 \%$ |

2001 VERSUS 2000

- Net sales for 2001 were $\$ 6,909.3$ million, representing a decrease of \$25.4 million, or $0.4 \%$, from $\$ 6,934.7$ million in 2000 . The sales
deeline was primarily due to shelf space losses at key eustomers and a - Significant downturn in the US economy partially offset by
$\$ 498.5 \mathrm{million}$ of sales eontributions from Paper Mate/Darker (acquired Deember 2000). Net sales for each of the company's segments fand the primary reasons for the year to year ehanges) were as follows:


Primary reasons for changes:
(1) Internal sales deeline primarily due to shelf space losses at key eustomers and a significant downturn in the Us eeonomy. *
(2) \$498.5 million of sales contribution from the Paper Mate/Parkex aequisitiont (December 2000) offset by internal sales decline of 8.8\% primaxily due to softness in the commexcial channel and a signifieant downturn in the US economy.

- I Internal sales growth/decline is defined by the Company as growth/decline from its eore businesses, which include continuing businesses owned more than one year and minor acquisitions.
+ Aequisitions and divestitures are deseribed in Footnote 2 to the Consolidated Finaneial Statements.

Gros ineome as a pereentage of net sales in 2001 was $27.0 \%$ or
$\$ 1,862.7 \mathrm{million}$, versus 26.30, or $\$ 1,826.0 \mathrm{million}$, in 2000 .

- Ereluding restrueturing related and other charges relating te
integration eosts of recent acquisitions of $\$ 7.4$ million ( $\$ 4.7$ million
after taves) and $\$ 7.9$ million ( $\$ 4.9$ million aftex taves) in 2001 and
2000, respectively, gross income as a percent of net sales was $27.1 \%$,
or $\$ 1,870.1$ million in 2001 versus $26.4 \%$ or $\$ 1,833.9 \mathrm{million}$ in 2000 . This improvement in gross income is primarily due to the
implementation of a productivity initiative throughout the company and - contributions from the Paper Mate/Parker acquisition. The Company's - productivity objective is to reduce the eost of manufacturing a produet by at least five pereent per year on an ongoing basis in ordex to beeome the low eost supplier to our eustomers. To achieve productivity improvements, the Company will focus on reducing purehasing eosts, materials handling eosts, manufacturing
inefficiencies, and exees overhead eosts to reduee the overall eost
- of manufacturing products. The Company's productivity in 2001 was
- affected primarily by the increased eosts asociated with slowed
manufacturing in an effort to reduee inventory levels (net inventories
- deereased $\$ 140.8$ million during 2001) offset by improved raw material
costs.
Selling, genexal and administrative expenses ("SG\&A") in 2001 wexe
-16.9\% of net sales, or $\$ 1,168.2$ million, versus $13.0 \%$ or $\$ 899.4$
eustomers with "one face" to enhanee the Company's response time and rstanding of the eustomex's needs, to support the best possible relationship.

In 2001, the Company also introdued its Phoenix Program. This initiative is an action oriented field sales foree eonsisting of approximately 500 recent university graduates. The team woxks in the - ficld, primaxily within our Key Aceount structure, performing product demonstrations, merehandising produet, interacting with the end user, and maintaining an ongoing relationship with stoxe personnel. This
initiative allows the Company to enhance product placement and
minimize stock outages and, together with the Key Aecount Program, to
maximize shelf space potential. This program, implemented July 2001, - gained traction throughout the year. Impact from this initiative is expected to translate to the consolidated Finaneial Statements through the impact of shelf space gains going forward.

During 2001, the Company recorded pre tav restructuring eharges asociated with the company's strategic restructuring plan. The restructuring plan is intended to streamline the company supply Chain to ensure its position as the low eost global providex throughout the company's product portfolio. The plan eonsists of reducing worldwide headeount over the three years beginning in 2001, and includes consolidating duplicate manufacturing facilities. As part of this plan, the company incurved employee severanee and texmination benefit costs for approximately 1,700 employees. Adelitionally, the Company incurred facility exit eosts related primarily to the closure of 14 facilities (four at Rubbermaid, one at Parkex/sldon, six at Ievolor/Hardware and three at
Calphalon/Weartver). See Footnote 3 to the Consolidated Financial

- Statements for a review of the charges.

During 2000, the Company recorded pre-tax restructuring charges
related primarily to the eontinued Rubbermaid integration and plant closures in the Home Decor segment. The Company incurred employee severane and texmination benefit eosts related to approximately 700 -employees texminated in 2000. Such eosts included severance and 33

- government mandated settlements for facility elosures at Rubbermaid Europe, change in control payments made to formex Rubbermaid eveeutives, employee terminations at the domestic Rubbermaid divisions - and severance at the Home Decor segment. The company incurxed mexgex transaction eosts related primarily to legal settlements for Rubbermaid's 1998 sale of a former division and other merger related -contingencies resolved in 2000. Additionally, the company ineured facility and other exit eosts related primarily to the elosure of five European Rubermaid facilities, three window furnishings facilities as -well as the exit of various Rubbermaid product lines. See Footnote 3 - to the consolidated Financial Statements for a review of the eharges.

For the year ended December 31, 2001, goodwill amortization and othex as a pereentage of net sales wexe $0.80,0 x \$ 57.0$ million, versus 0.70 , or $\$ 51.9$ million, for the year ended Deeember 31, 2000. The increase In goodwill amortization is a result of additional goodwill asociated With the Paper Mate/Parker acquisition in Deeember 2000 .

- Operating income in 2001 was 8.3 of net sales, ox $\$ 570.9$ million, versus $12.0 \%$ of net sales, or $\$ 831.7 \mathrm{million}$, in 2000. Exeluding -restructuring and other charges of $\$ 86.1$ million ( $\$ 54.8 \mathrm{million}$ aftex taxes) in 2001 and $\$ 59.7$ million ( $\$ 36.7$ million after tases) in 2000, - operating ineome was $\$ 657.0$, or $9.5 \%$, of net sales in 2001 versus \$891.4 million, or $12.9 \%$ of net sales in 2000 . The deerease in operating margins was pximaxily due to planned investment in marketing initiatives supporting the Company's brand portfolio and key aceount -strategy.
- Net nonoperating expenses in 2001 were $2.3 \%$ of net sales, or $\$ 155.0$ million, versus 2.1 , or $\$ 146.2$, million in 2000 . The inereased - empenses in 2001 are a result of the Company's increased average level — of debt, partially offset by lower interest rates.

The effective tax rate was $36.4 \%$ for the year ended Deeember 31, 2001 - vexgus $38.5 \%$ in the prior year. See Footnote 12 to the Consolidated Financial statements for an explanation of the effeetive tax rate.

- Net income for 2001 was $\$ 264.6$ million compared to net income of $\$ 421.6$ million in 2000 . Basic and diluted earnings per share in 2001 decreased to $\$ 0.9$ versus $\$ 1.57$ in 2000 . Eveluding 2001 pre tak - charges of $\$ 86.1$ million ( $\$ 54.8$ million aftex tanes) as diseussed above, net income in 2001 was $\$ 319.4 \mathrm{million}$.Firluding 2000 pre tax charges of $\$ 59.7$ million ( $\$ 36.7 \mathrm{million}$ after takes), net ineome in 2000 was $\$ 458.3$ million. Diluted earnings per share, ealeulated on The same basis, deereased 29.80 to $\$ 1.20$ versus $\$ 1.71$ in 2000. The deerease in net income and earnings per share for 2001 was primarily due to internal sales declines and planned investment in the company's marketing initiatives.



## Primary reasons for changes:

(1) Internal sales growth of 3.8 enhaneed by $\$ 30.6 \mathrm{million}$ of sales eontribution from the aequisitions of Rotring and Reynolds.
(2) Internal sales decline of $1.4 \%$ offset by $\$ 77.1$ million of sales contribution from the acquisitions of ceanother Mexseh, Brio and Panev.
(3) Internal sales growth due to shelf spaee gains at key retailexs.
-Gross ineome as a percent of net sales in 2000 was $26.3 \%$, ox $\$ 1,826.0$
—million, verous $25.9 \circ$, or $\$ 1,736.4$, million in 1999 . Exeluding eosts
asseiated with the Rubbermaid mergex and eertain realignment and
othex charges of $\$ 7.9$ million and $\$ 111.0$ million in 2000 and 1999 ,
-respeetively, gross ineome as a pereent of net sales was 26.4\%, of
\$1,833.9 million, in 2000 vexsus $27.5 \%$ or $\$ 1,847.4$ million, in 1999 .
This decrease in gross maxgins in 2000 was primarily attributable to
lower sales volume and higher material eosts.
SG\&A in 2000 was 13.0 of net sales, or \$899. 4 million versus $16.5 \%$
or $\$ 1,104.5 \mathrm{million}, ~ i n ~ 1999$. Exeluding eosts associated with the
Rubbermaid mexger and cextain realignment and other eharges of

- \$8.8 million and $\$ 178.8$ million in 2000 and 1999, respectively,

SG\&A as a pereent of net sales was $12.8 \%$ or $\$ 890.6$ million, in 2000
versus $13.8 \%$, or $\$ 925.7 \mathrm{million}$, in 1999 . The deerease in sG\&A expenses

- is primarily the result of integration cost savings at Rubbermaid Home

Produets, Rubbermaid Europe and Little Tikes and tight spending eontrol
throughout the rest of the company's core businesses.

- Duxing 2000, the company recorded pre-tax restructuring charges
related primarily to the continued Rubbermaid integration and plant
- elosures in the Home Deeor segment. The Company incurred employee
-severane and texmination benefit eosts related to approximately 700
-employees terminated in 2000. Sueh eosts ineluded severance and - government mandated settlements for facility closures at Rubbermaid - Europe, change in control payments made to formex Rubbexmaid -exeutives, employec terminations at the domestic Rubbermaid divisions band severanee at the Home Deeor segment. The company ineurxed mexgex - transaction eosts related primarily to legal settlements fox Rubbermaid's 1998 sale of a former division and other merger related - contingencies resolved in 2000 . Additionally, the company ineurred facility and other exit eosts related primarily to the elosure of five - European Rubbermaid facilities, three window furnishings facilities as well as the exit of various Rubbermaid product lines. See Footnote 3 to the Consolidated Financial Statements for a review of the charges.

During 1999, the Company recorded pre-tax restructuring charges related primarily to the integration of the Rubbernaid business into - Newell. Merger transaction eosts related primarily to investment banking, legal and aeeounting eosts for the Newell/Rubbermaid mergex. Employee severanee and termination benefits related to approximately -750 employees terminated in 1999. Such eosts included change if control payments made to former Rubbermaid executives and severanee and texmination eosts at Rubbermaid's formex headquartexs, Rubbexmaid
Home Products division, Little Tikes division, Rubbexmaid Commereial Products division and Newell divisions. Facility and other exit eosts -representing impaired Rubbermaid centralized eomputer software - labandoned as a result of eonverting Rubbermaid onto existing Newell - centralized computer software) and costs related to diseontinued produet lines, the elosure of seven Rubbexmaid facilities, write-off -of assets asseiated with abandoned projects and impaired assets and - other exit eosts. See Foutnote 3 to the Consolidated Finaneial - Statements for a review of the charges.
Goodwill amoxtization as a pereentage of net sales was $0.7 \%$ in 2000 -and 1999.

Net nonoperating expenses in 2000 wexe $2.1 \%$ of net sales, or $\$ 146.2$
million, vexus $1.7 \%$, or $\$ 112.7 \mathrm{million}$ in 19 . The inereased
-expenses in 2000 are a result of the company's increased level of debt and higher interest rates.

## - IIQUIDITY AND CAPITAI RFSOURCES

## Sourees

The Company's primary sourees of liquidity and eapital resourees inelude eash provided from operations and use of available borxowing - facilities.
Cash provided by operating activities in 2001 was $\$ 865.4$ million,
compared to $\$ 623.5$ and $\$ 554.0 \mathrm{million}$ for 2000 and 1999 , respectively.

- The increase in opexating eash flows is primarily due to improved

Working eapital management, principally in the areas of inventory and - aceunts payable. In 2001, the company announeed an increased foeus On working eapital which resulted in reduced inventory of $\$ 148.8$ —million and increased aeeounts payable of $\$ 158.9 \mathrm{million}$. As a
result, the company generated free eash flow (defined by the company
as eash provided by operating activities less eapital expenditures and dividends) of $\$ 391.6 \mathrm{million}$ compared to $\$ 81.8 \mathrm{million}$ and $\$ 128.1$ million in 2000 and 1999, respectively.

Boryowings under the Company's lines of exedit at Deeember 31, 2001

The Company has a revolving exedit agreement of $\$ 1,300.0$ million that will terminate in August 2002 . The Company intends to extend the revolving eredit agreement beyond 2002. During 2000, the company contered into a 364 -day revolving credit agreement in the amount of - 700.0 million which expired in 0etober 2001. As of Deember 31, 2001, there were no borrowings undex the remaining $\$ 1,300.0$ million - revolving exedit agreement.

In lieu of boxrowings undex the company's revolving exedit agreement, the company may issue up to $\$ 1,300.0 \mathrm{million}$ of eommereial paper. The - Company's revolving eredit agreement provides the eommitted backup liquidity required to isoue commereial paper. Aceordingly, eommercial paper may only be issued up to the amount available for borrowing under the Company's revolving exedit agreement. At Deeember 31, 2001, - $\$ 707.5 \mathrm{million}$ (principal amount) of eonmereial paper was outstanding. Because the backup revolving exedit agreement expires in August 2002 , the entire $\$ 707.5 \mathrm{million}$ is classified as eurrent portion of long term debt. The Company plans to extend maturities by replacing a portion of eurrent debt with longer-term debt facilities. By extending maturities, the company ean reduce its reliance on the - eurrent commercial paper program.

The revolving exedit agreement permits the Company to borrow funds on a variety of interest wate terms. The agreement requires, among othex things, that the Company maintain a cextain Total Indebtedness to

- Total Capital Ratio and limits Subsidiary Indebtedness, as defined in the agreement. As of December 31, 2001, the company was in eompliance with this agreement.

The Company had outstanding at December 31, 2001 a total of $\$ 1,012.5$ million (prineipal amount) of medium texm notes. The maturities on these notes range from 3 to 30 years at an average interest rate of 6.34\%. Of the outstanding amount of medium texm notes, \$100.0 million is classified as the eurrent portion of long-term debt and the remaining $\$ 912.5$ million is classified as long-term debt. A $\$ 779.5 \mathrm{million}$ universal shelf registration statement became effective in July 19 . - As of Deeember 31, 2001, $\$ 449.5 \mathrm{million} \mathrm{of} \mathrm{Company} \mathrm{debt} \mathrm{and} \mathrm{equity}$ -seeurities may be issued under the shelf.

- On September 18,2001 , the Company entered into an agreement with a financial institution exeating a financing entity which is
conolidated in the Company's financial statements. Under the
- agreement, the Company regularly enters into transactions with the
- financing entity to sell an undivided interest in the company's
reeeivables. In the quarter ended September 30, 2001, the finaneing
entity isued $\$ 450.0$ million in preferred debt securities to a
financial institution. Those preferred debt securities must be
retired or redeemed before the Company can have deeess to the
finaneing entity's reecivables. The reecivables and the eorresponding
- $\$ 450.0$ million preferred debt issued by the subsidiary to the
- financial institution are recorded on the consolidated aceounts of the Company. The proceds of this debt were used to pay down eommercial paper. Bequse this debt matures in 2008 , the entire amount is
considered to be long texm debt. The provisions of the debt agreement allow the entire outstanding debt to be called upon eertain evente
including the company's long term senior unsecured debt rating falling
below Baaz (Moody's) or BBB (Standard \& Poor's) and certain levels of - acounts receivable wite-offs. As of December 31, 2001, the Company
was in eompliance with the agreement.
$\qquad$

The Company's primary uses of liquidity and eapital resourees inelude - aequisitions, dividend payments and capital expenditures.

In 2001, eash used for 2001 aequisitions and deferred payments on
prior aequisitions was $\$ 107.5 \mathrm{million}$. The Company made sevexal minox
acquisitions in 2001 for eash purchase prices totaling $\$ 61.2$ million.
In 2000, eash used for 2000 dequisitions and deferred payments on
prior aequisitions was $\$ 597.8 \mathrm{million}$. The company acquired Merseh,

- Brio and Paper Mate/Parker and made other minor aequisitions in 2000
for eash purchase prices totaling $\$ 635.2$ million. In 199 , eash used
for $19 \rho 9$ dequisitions and deferred payments on prior acquisitions was

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## - 345.9 million. The Company acquired Ateliexs, Reynolds, MeKechnie,

 Ceanothe and made other minor aequisitions for eash purehase priees ctotaling $\$ 397.3 \mathrm{million}$ in 1999.The following table summarizes the Company's eontractual obligations as of December 31, 2001:

In 2001, the company made payments on long term debt, net of proceeds

pay down additional debt was due primarily to increased foeus onWorking eapital management (primarily inventory and aecounts payable)and eurient year eash earnings.
Cash used for restrueturing activities was \$49.7 million, \$32.9
million and $\$ 145.5$ million for the years ended Deember 31, 2001, 2000and 1999 , respectively. Such payments represent primarily employee
Capital expenditures wexe $\$ 249.8 \mathrm{million}$, $\$ 316.6 \mathrm{million}$ and $\$ 200.1$
million in 2001,2000 and 1999 respeetively. Aggregate dividends paid
during 2001,2000 and 1999 we $\$ 224.0, \$ 225.1$ million and $\$ 225.8$On February 7, 2000, the Company announced a stock repurehase program$f$ up to $\$ 500$. 0 million of the company's outstanding eommon stock.

- During 2000, the Company repurchased 15.5 million shares of its common-stock at an average price of $\$ 26$ per share, for a total cash price of
$\$ 403.0$ million under the program. The repurehase program remained in-effect until December 31, 2000 and was finaneed through the use ofworking eqpital and eommereial paper.
Retained earnings increased in 2001 and 2000 by $\$ 40.4 \mathrm{million}$ andbetween 2001 and 2000 was primarily due to redueed net ineoffe from
lower than expected sales volume and planned investment in maxketin- initiatives supporting the Company's brand portfolio and key aeount
-strategy.
Woxking capital at Deeember 31,2001 was $\$ 316.8 \mathrm{million}$ eompared to31, 1999. The decrease in working eapital is primarily due to40
reclasifying $\$ 707.5 \mathrm{million}$ in long term debt in 2000 as eurrent in2001, as diseussed above, and the Company's inereased fous on working
capital management.
The eurrent ratio at December 31, 2000 was 1.13:1 eompared to 1.86:1at Deember 31,2000 and $1.68: 1$ at Deember 31, 1999.
Total debt to total capitalization (total debt is net of eash and cash- equivalents, and total capitalization includes total debt, company-obligated mandatorily redeemable eonvertible preferred seeurities of a-ubsidiary trust and stocholdexs' equity) was. 43:1 at Deembex 31,2001, $46: 1$ at Deembex 31, 2000 and $33: 1$ at Deeember 31, 1999.
The Company believes that eash provided from operations and borrowingfacilities will eontinue to provide adequate support for the eash- needs of existing businesses; however, eextain events, such as
significant aequisitions, could require additional evternal finaneing.
- CRITICAI ACCOUNTING POIICIES
The Company's deounting policies are more fully deseribed in footnote
1 of the Footnotes to the Consolidated Finaneial Statements. As
frnane
conformity with generally aceepted aceounting principles requiresaffect the amounts reported in the financial statements an
decompanying footnotes. Future events and their effects eannot be
determined with absolute ecxtainty. Therefore, the detexmination ofinevitably will differ from those estimates, and sueh differenees mar
-be material to the Consolidated Finaneial Statements.
The most significant aceunting estimates inherent in the preparation- of the Company's finaneial statements include estimates as to thelived assets as well as those used in the determination of liabilities-related to litigation, produet liability, eustomer diseounts,btaration, restructuring, post retirement and pension benefits andthe determination of thesesignifieant estimates. The proess of- determining significant estimates is fact specific and takes inte- acount factors sueh as histoxical expexienee, eurxent and expeetedeeonomic conditions, product mix, and in some eases, actuarial- techniques. The Company re-evaluates these signifieant factors as


# -reeognized as revenue upon shipment to eustomexs and when all 

- subtantial risks of ownexship ehange.


## - RECENT ACCOUNTING PRONOUNCEMENTS

At the beginning of 2001 , the Company adopted statement of Financial
-Aecounting Standards ("FAS") No. 133, "Aceounting for Derivative

- Instruments and Hedging Activities." This statement requires
- companies to reeord derivatives on the balanee sheet as assets or
liabilities, measured at fair value. Any chonges in fair value of
These instruments are reeorded in the ineome statement or othex
-comprehensive ineome. The impact of adopting FAS No. 133 on January
1, 2001 resulted in a eumulative after tax gain of approximately $\$ 13.0$
million, reeorded in aceumulated other comprehensive ineome. The
-cumulative effect of adopting FAS No. 133 did not materially impact
The results of operations.
-In June 2001, the Finaneial Aecounting Standards Boards ("FASB")
-isued FAS No. 141, "Business Combinations", and FAS No. 142,
"Goodwill and othex Intangible Assets". FAS No. 141 requires all
busines eombinations initiated after June 30,2001 to be aecounted
-for using the purchase method of acounting. Historically, all
- acquisitions by the company have been aceounted for as purchases, thus

There was no effect on the Company's Consolidated Financial Statements
-upon adoption of this standard, in eontrast, all mergexs have been

- acounted for as poolings of interest. FAS No. 142 becomes effective
in fiscal years beginning aftex Deeember 15,2001 , with eaxly adeption
permitted. The company plans to early adopt the provisions of fAS No.
142 beginning in the first quarter of fiseal 2002 . In aeeordance with
-this standard, goodwill will no longex be amortized but will be
-ubject to annual assessment for impairment by applying a fair value
-based test. All other intangible assets will eontinue to be amortized
- over their estimated useful lives. Goodwill amoxtization expense was
- \$57.0 million for the twelve months ended Deeember 31, 2001. The

Company antieipates that the applieation of the nonamortization
provisions will increase annual net income by approximately \$41.0
million, or $\$ 0.15$ per share. During 2001 and the first quarter 2002,
the company performed the required impairment tests of goodwill and
-indefinite lived intangible assets as of January 1, 2002. Subject to
final analysis, the company expects to record a pre tax goodwill
-impairment charge of $\$ 500.0$ million to $\$ 550.0 \mathrm{million}$ in the first
-quarter of 2002 .
In August 2001, the FASB issued FAS No. 144, "Aecounting fox
Impairment of Disposal of Iong-Iived Assets." This statement

- established a single aceunting model for long-lived assets to be
- disposed of by sale and provides additional implementation guidanee
for aspets to be held and used and assets to be dioposed of other than
by sale. The statement supersedes FASNo. 121, "Aceounting for the
-Impairment of Long-Lived Assets and for Long-Lived Assets to Be
Disposed Of" and amends the aecounting and reporting provisions of
Mecounting Principles Board ("APB") Opinion No. 30 related to the
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- disposal of a segment of a business. The statement is effective for
fiseal years beginning after Deember 15, 2001. The company adopted
IAS No. 144 on January 1, 2002, and the standard did not have a
material impact on its financial position or results of operations.
In August 2001, the Emerging Issues Task Foree ("FITP") issued FITF
No. 01 0 N "Aeeounting for Consideration Given by Vendor to a Customex -or a Resellex of Vendor's Product" which eodified and reeoneiled the
Trask Foree's consensuses in EITF 00 14 "Aecounting for Certain sales
Ineentives", SITF 00-22 "Aeeounting for points and cextain othex fime
Based Sales Ineentives or Volume Based Sales Ineentive Offers, and
- Offers of Eree Produets or Serviees to Be Delivered in the Future",
and EITF 00-25 "Vendor Ineome Statement Characterization of
-Consideration Paid to a Reseller of the Vendor's Produets". These
- EITF's preseribe guidanee regarding the timing of reeognition and
ineome statement elassification of eosts incurred for cextain sales
ineentive programs to resellexs and end consumexs. EITF No. 01-09 did
not impact results of opexations beeause the company reeognizes sales
- ineentives upen reeognition of revenue and elassifies them as
reductions of gross revenue and reeognizes free goods as a eost of
-goods sold when shipped, both in aceordance with the preseribed rules.
In May 2000, the EITF issued EITF No. 00 10 "Aecounting fox shipping
and Handling Fees and Costs." SITF No. 00-10 requires that amounts
- billed to eustomers related to shipping and handling eosts be

Classified as revenue and all expenses related to shipping and
handling be elassified as a eost of products sold. Histoxieally,
these revenues and eosts had been netted together and dedueted from - gross sales to arrive at net sales. The net sales and eost of
products sold have been restated for this change. The impact of this
change inereased net sales and eost of products sold by $\$ 286.1 \mathrm{million}$
and $\$ 298.7$ million for the years ended December 31,2000 and Decembex

31, 1999, respectively. There was no impact on gross ineomeresulting
from this ehange.

- IEGAI AND ENVIRONMENTAI MATTERS

The Company is subject to legal proceedings and elaims, ineluding
various environmental matters, in the ordinary course of its business. Wueh legal proeedings are more fully deseribed in Footnote 15 to the Company's Consolidated Finaneial Statements. Although management of - the Company cannot prediet the ultimate outeome of these legal proeedings with eextainty, it believes that the ultimate resolution of the Company's legal proeedings, including any amounts it may have co pay in exees of amounts reserved, will not have a material effeet on the Company's Consolidated Financial Statements.

- INTERNATIONAL ORERATIONS

The Company's non U.S. business is growing at a faster pace than its business in the United States. This growth outside the U.S. has been - fueled by reeent international aequisitions, primarily in Europe. Fox 43

- the years ended Deeember 31, 2001, Deeember 31, 2000 and Deeember 31, 1999, the company's non-U.S. business aceounted for appoximately $27 \%$, 25: and 23: of net sales, respectively (see Footnote 14 to the Consolidated Financial Statements). Growth of both U.S. and non-U.S. businesses is shown below:



## MARKET RISF

The Company's maxket risk is impacted by changes in interest rates,
-foreign eurrency exehange rates and eextain eommodity priees. Pursuant
to the company's policies, natural hedging techniques and dexivative

- finaneial instruments may be utilized to reduce the impact of adverse —changes in market prices. The Company does not hold or issue
derivative instruments for trading purposes.
The Company's primary market risk is interest rate exposure, primarily - in the United States. The Company manages interest rate exposure
through its eonsexvative debt ratio target and its min of fined and
functional eurreney.
- In addition, the company utilizes short-term forward eontraets to hedge commereial and interempany transactions. Gains and loses related to qualifying hedges of eommereial and interempany Transactions are deferred and included in the basis of the underlying LTansaetions. Derivative instruments are recorded on the company's balanee sheet at fair value, and any changes in faix value of these -instruments are reeorded in the income statement or othex - eomprehensive ineome.

Due to the diversity of its product lines, the company does not have
material sensitivity to any one commodity. The Company manages
commedity price exposures primarily through the duration and texm of its vendor contracts.
The amounts shown below represent the estimated potential economie loss that the company could incur from adverse chonges in eithex

|  | Amount | Perine | Confidence |
| :--- | :---: | :---: | :---: |
|  | Level |  |  |
| (IN MIIIIONS) |  |  |  |
| Interest rates | $\$ 14.5$ | 1 day | $95 \%$ |
| Foreign exehange | $\$ 0.5$ | 1 day | $95 \%$ |

The 95: eonfidence interval signifies the company's degree of -confidenee that actual losses would not exceed the estimated losses - shom above. The amounts shown here diswegard the posibility that interest rates and foreign eurreney exchange rates could move in the -Company's favor. The value-at-risk model assumes that all movements in - these rates will be adverse. Aetual experience has shown that gains and losses tend to offset each other over time, and it is highly unlikely that the Company eould expexience losses sueh as these over - an extended period of time. These amounts should not be eonsidexed projections of future losses, since actual results may diffex -significantly depending upon activity in the global financial maxkets.

[^0]- MANAGEMENT'S RESPONSIBIIITY FOR FINANCIAI STATEMENTS

The management of Newell Rubbermaid Ine. is responsible for the

- aecuracy and internal consistency of all information contained in this Connual report, including the Consolidated Finaneial Statements.
Management has followed those genexally aceepted aceounting
- principles, which it believes to be most appropriate to the
- eireumstances of the company, and has made what it believes to be
reasonable and prudent judgments and estimates where neessary.
Newell Rubbexmaid Inc. operates undex a system of internal aceuntine - eontrols designed to provide reasonable assuranee that its financial
reerds are aceurate, that the assets of the company are protected and
- that the financial statements fairly present the finaneial position and results of operations of the company. The internal aceounting control system is tested, monitored and revised as neeessary.
- Four directors of the Company, not members of management, serve as the Audit Committec of the Board of Directors and are the prineipal means
- through which the Board overses the performance of the finaneial
reporting duties of management. The Audit Committee meets with
-management and the Company's independent auditors several times a
year to review the results of the external audit of the company and to
- diseus plans for future audits. At these mectings, the Audit

Committee also meets privately with the independent auditors to assure
its free aceess to them.
-The Company's independent auditors, Arthur Andersen IIP, audited the - financial statements prepared by the management of Newell Rubbermaid Inc. Their opinion on these statements is presented below.

William T. Alldredge J. Patrick Robinson
President Coxporate Development Viee President Controllex \& Chief Financial Offieer \& Chief Aecounting offieex

REPORT OF INDEPENDENT PUBIIC ACCOUNTANMS
-To the stockolders of Newell Rubbermaid Inc.:

We have audited the aeempanying eonsolidated balanee sheets of Newell
Rubbermaid Inc. (a Delavare eorporation) and subsidiaries as of
—December 31, 2001, 2000 and 1999 and the related consolidated
-statements of ineome, stockoldexs' equity and eomprehensive ineome
band eash flows for the years then ended. These eonsolidated financial
-statements and the sehedule referxed to below are the responsibility

- of Newell Rubbermaid Inc.'s management. Our responsibility is to
express an opinion on these eonsolidated financial statements and
schedule based on our audits.
 generally aceepted in the United States. Those standards require that -we plan and perform the audit to obtain reasonable assuranee about Whether the finaneial statements are free of material misstatement. An - audit includes examining, on a test basis, evidence supporting the —amounts and disclosures in the financial statements. An audit alse - includes assessing the aceounting principles used and signifieant bestimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide -a reasonable basis for our opinion.
- In our opinion, the financial statements referred to above present
- fairly, in all material respects, the financial position of Nell Rubbermaid Ine. and subsidiaries as of Deeember 31, 2001, 2000 and lgg and the results of their opexations and their eash flows for the -years then ended, in eonformity with aecounting prineiples genexally - aceepted in the United States.
$\longrightarrow-50$


Sec Footnotes to Consolidated Financial Statements.




CONSOLIDATED BALANCE SHEETS


- IABIIITIES AND STOCKHOLDERS' EQUITY
- Current Liabilities:

- Stockholdexs' Equity:

Common stock, authorized shares,
800.0 million at $\$ 1.00$ par value;
$\begin{array}{rr}2001 & 282.4 \mathrm{million} \\ 2000-282.2 \mathrm{million}\end{array}$
1999-282.0 million


Shares held.

| 2001 | 15.6 million |
| ---: | ---: | ---: |
| 2000 | 15.6 million |

- 1999 million


CONSOLIDATED STATEMENTS OF STOCYHOLDERS' EQUITY AND COMPREHENSIVE INCOME


adjustment, net of $\$(2.8)$

- Unrealized loss on seeurities
ava wate for sale, net of
\$(1.1) million tax
- Reclassification adjustment
for losses realized in net


Cash dividends:


SIGNIFICANT ACCOUNTING POLICIES
— PRINCIPLFS OF CONSOLIDATION: The Consolidated Financial Statements
-inelude the aecounts of Newell Rubbermaid Ine. and its majority owned
subsidiaries (the "Company") after elimination of intereompany

- aecounts and transactions.

On Mareh 24, 1999, Nell Co. ("Newl") completed a mexgex with
Rubbermaid Ineorporated ("Rubbermaid") in which Rubbermaid beeame a
—Wolly owned subsidiary of Newell. Simultaneously with the
consumfation of the merger, Newell changed its name to Newell
Rubbermaid Ine. The merger was aceounted for as a pooling of interestes
and the financial statements have been restated to combine
retroactively Rubbermaid's financial statements with those of Newell
as if the merger had ocurred at the beginning of the earliest period
-presented.
USE OF ESTIMATES: The preparation of these financial statements
required the use of eertain estimates by management in determining the

- Company's assets, liabilities, revenue and expenses and related
diselosures. Aetual results could differ from those estimates.

RFCLASSIFICATIONS: Cextain 2000 and 1999 amounts have been
-reclassified to conform with the 2001 presentation.
REVENUE RECOGNITION: Sales of mexehandise and freight billed to

- eustomers, net of provisions for eash diseounts, returns, eustomex
- discounts (such as volume or trade diseounts), eo-op advertising and
othex sales related diseounts are reegnized upon shipment to
- eustomers and when all substantial wisks of ownexship ehange. Staff
- Aecounting Bulletin ("SAB") No. 101, which elarified the existing
- aeeounting vules for revenue reognition, did not impact the company's
net sales for any years presented. In eonformity with sAB 101,
-revenue is reeognized when all of the following cireumstanees are
-satisfied: pervasive evidenee of an arrangement exists, the priee is
fired or determinable, eolleetion is reasonably assured and delivery
-has oceuried.
In August 2001, the Emerging Issues Task Foree ("EITF") isued EITF No. 01-09 "Aecounting fox Consideration Given by Vendox to a customex - or a Resellex of Vendor's Product" which eodified and reeoneiled the TWask Foree's eonsensuses in SITF 00-14 "Aecounting for Cextain sales Ineentives", EITF 00-22 "Aecounting for Points and cextain othex Time
Based Sales Incentives or Volume Based Sales Incentive Offers, and ——Offers of Free Products or Serviees to Be Delivered in the Future", and EITF 0025 "Vendor Ineome Statement Characterization of
Consideration Paid to a Resellex of the Vendor's Produets". These
EITF's preseribe guidance regarding the timing of reeognition and
- ineome statement elassification of eosts ineurred for eextain sales
incentives upon reeognition of revenue and elassifies them as
reductions of gross revenue and reeognizes free goods as a eost of - goods sold when shipped, both in aceordanee with the presexibed rules.

In May 2000, the EITF issued EITF No. O0-10 "Aceounting for shipping and Handling Fees and costs." EITF No. 00 10 requires that amounts
billed to eustomers related to shipping and handling eosts be

- Classified as revenue and all expenses related to shipping and
handling be elassified as a eost of products sold. Historically,
these revenues and eosts had been netted together and dedueted from
- gross sales to arrive at net sales. The net sales and eost of
produets sold have been restated for this change. The impaet of this
- ehange increased net sales and eost of products sold by $\$ 286.1$ million and $\$ 298.7$ million for the years ended December 31,2000 and Deeembex
31, 1999, respectively. There was no impact on gross ineome resulting
from this ehange.
DISCIOSURES ABOUT FAIR VAIUE OF FINANCIAI INSTRUMENTS: The Company'
financial instruments include eash and eash equivalents, aceunts
receivable, notes payable, short and long term debt and Company -obligated Mandatorily Redeemable Convertible Seeurities of a Subsidiary Trust. The fair value of these instruments approximates - carrying values due to their short texm duration, eveept as follows:
- Derivative Instruments: The fair value of the

Company's dexivative instruments is recorded in the Consolidated Balanee Sheets and is deseribed in more detail in Footnote 7 .

Long term Debt. The fair value of the Company's long
term debt issued under the medium-term note program is estimated based on queted market prices whieh approximate eost as of Deeember 31, 2001. All othex significant long term debt is pursuant to floating fate instruments whose carrying amounts approwimate faix value.

- Company-Obligated Mandatorily Redeemable Convertible Preferred Seeurities of a Subsidiary Trust. The fair value of the $\$ 500.0 \mathrm{million}$ empany-obligated mandatorily redeemable eonvextible preferred seeurities of a subsidiaxy trust was $\$ 377.5 \mathrm{million}$ at Deeember 31, 2001, based on queted maxket priees.

CASH AND CASH EQUIVALENTS: Cash and highly liquid short-term
investments having a maturity of three months
or less.

| December 31, | 2001 | 2000 | 1991 |
| :---: | :---: | :---: | :---: |
| (IN MIUIIONS) |  |  |  |
| Materials and supplies | \$223.2 | \$244.8 | $\$ 240.0$ |
| Work in proess | 162.0 | 165.3 | 149.5 |
| Finished produets | 728.6 | 852.5 | 645.3 |

-OTHER LONG-TERM INVESTMENTS: The Company has a 49\% ownership interest in Amexican Tool Companies, Ine., a manufacturex of hand tools and power tool aceessory products marketed primarily under the ViseGrip(R) and Irwin(R) trademarks. This investment is aceounted for on The equity method with a net investment of $\$ 79.5$ million at December 31, 2001. The Company's share of undistributed earnings of the - investment included in eonsolidated retained earnings was \$43.9 million at Deember 31, 2001.

| ceembex 31, | 2000 1999 |
| :---: | :---: |
| (IN MIIIIONS) |  |
| Aggregate maxket value | \$9.2 \$10.8 |
| Aggregate eost | 11.0 10.6 |
| Unrealized pre tax (1 | \$(1.8) \$0.2 |

PROPERTY, DLANT AND EQUIPMENT: Replacements and improvements are - capitalized. Expenditures for maintenanee and repairs are eharged to - expense. Depreciation expense is caleulated to amortize, pirineipally On the straight-line basis, the eost of the depreciable assets ovex - their depreciable lives. Manimum useful lives determined by the - Company are: buildings and improvements ( $20-40$ years) and machinexy and equipment ( $3-12$ years). Propexty, plant and equipment eonsisted of the following:

| December 31, | 2001 | $2000 \quad 199$ |
| :--- | :--- | :--- |
| (IN MIUIIONS) | $\$ 59.5$ | $\$ 60.7$ |



[^1]Lrade names separate from goodwill, but alloeated it to othex
identifiable intangible assets recorded in long term other Assets.
-Through the year ended December 31, 2001, trade names and goodwll Were amortized over 40 years and other identifiable intangible asets were amoxtized over 5 to 20 years. Trade names and goodwill eonsisted - of the following:


- IONG IIVED ASSETS: Subsequent to aequisition, the Company
periodically evaluates whether later events and eireumstanees have
-cured that indicate the remaining estimated useful life of long
lived assets may warrant revision or that the remaining balance of
- long-lived assets may not be reeoverable. If factors indicate that
long lived assets should be evaluated for possible impaiment, the
Company uses an estimate of the relevant business' undiscounted net
- eash flow over the remaining life of the long lived assets in
measuring whether the carrying value is reeoverable. An impairment
los would be measured by reducing the earrying value to fair value,
-based on a diseounted eash flow analysis.
- In August 2001, the FASB issued FAS No. 144, "Aceounting for

Impairment of Disposal of Iong-Iived Assets." This statement
cestablished a single acounting model for long-lived assets to be

- disposed of by sale and provides additional implementation guidanee
for assets to be held and used and assets to be dioposed of other than
by sale. The statement supersedes FAS No. 121, "Aceounting for the
- Impairment of Long-Iived Assets and for Long-Irved Assets to Be
-Disposed Of" and amends the aceounting and reporting provisions of
Mecounting Principles Board ("APB") Opinion No. 30 related to the
disposal of a segment of a business. The statement is effective fox fiscal years beginning aftex December 15, 2001. The adoption of 巨As No. 144 on January 1, 2002 will require separate presentation of the - discontinued operations for the company's pending divestiture of Anchor Hocking Glass ("Anchox"), as diselosed fuxthex in Footnote 2.

OTHER ACCRUED IIABIIITIFS: Customer acexuals are prometional
allownees and rebates given to eustomexs in exehange for theix belling efforts. The self-insurance acexual is primarily casualty liability sueh as workexs' eompensation, genexal and product liability and auto liability and is estimated based upon historieal loss - experienee. Acerued liabilities included the following:

| Decembex 31, | 2001 | 2000 | 1998 |
| :---: | :---: | :---: | :---: |
| (IN MILIIONS) |  |  |  |
| Customer aeeruals | \$253.3 \$240.7 |  | \$296.6 |
| Aecrued self-insuranee |  |  |  |
| liability |  |  | 92.0 |

-OOREIGN CURRENCY TRANSIATION: FOXeign eurrency balanee sheet aceounts - are translated into U.S. dollars at the rates of exehange in effeet at —fiscal year end. Ineome and expenses are translated at the average rates of exehange in effeet during the year. The related translation adjustments are made directly to aceumulated other emprehensive - income. International subsidiaries operating in highly inflationary

- ceonemies translate nonmenetary assets at historical rates, while net
monetary assets are translated at eurfent rates, with the resulting - translation adjustment included in net ineome as other nonoperating (ineome) expenses. Foreign eurrency transaction losses were $\$ 1.9$ million, $\$ 1.9$ million and $\$ 1.1$ million in 2001, 2000 and 1999, -respectively.

ADVERTISING COSTS: The Company expenses advextising eosts as ineurred, ineluding eooperative advertising programs with eustomers. Total eoperative advertising expense was $\$ 196.8 \mathrm{million}, \$ 209 . z$ million and $\$ 205.3$ million for 2001,2000 and 199 , respectively - cooperative advertising is recorded in the consolidated Financial Statements as a reduction of sales beeause it is viewed as part of the negotiated price of products. All other advertising eosts are charged to selling, general and administrative expenses and totaled $\$ 100.3$ million, $\$ 80.0$ million and $\$ 80.0$ million in 2001, 2000 and 1999, respectively.

RESEARCH AND DEVELOPMENT COSTS: Rescarch and development eosts relating to both future and present products are charged to selling, genexal and administrative expenses as ineurred. These eosts aggreguted $\$ 67.2$ million, $\$ 49.4$ million and $\$ 49.9$ million in 2001, 2000 and 1999, respectively.

FARNINGS PER SHARE: The ealeulation of basic and diluted earnings pex Share for the years ended Deeember 31, 2001, 2000 and 1999, respectively, is shown below (IN MIIUIONS, EXCEPT PER SHARE DAMA):

(1) The wighted average shares outstanding for 2001,2000 and 1999 exelude the dilutive effect of approximately $3.9 \mathrm{million}, 7.6$ million and 4.2 million options, respectively, sinee sueh options had an exereise price in eveess of the average market value of the company's eommen stock during the respective years.
(2) The eonvertible preferred securities are anti dilutive in 2001, 2000 and 1999 and, therefore, have been excluded from diluted earnings per share. Had the eonvertible preferred shares been - included in the diluted earnings per share caleulation, net ineome would be increased by $\$ 16.8$ million, $\$ 16.4$ million and $\$ 16.3$ million in 2001, 2000 and 199 , respectively, and weighted average shares outstanding would have incxeased by 9.9 million


- ACQUISITIONS OE BUSINES


## 2001:

The company made only minor aequisitions in 2001 , for $\$ 61.2$ million in

- eash and $\$ 0.1$ million of assumed debt.
-2000:
-In 2000, the company required the following:

| Business Name | Dusiness | Industry |
| ---: | ---: | ---: | ---: |

Merseh SA Pieture Frames January 24 Calphalon/Wearevex
Brio Picture Frames May 24 Calphalon/WearEvex
Paper Mate/Parker Writing December 29. Instruments Parkex/sldon

For these and for other minor aequisitions made in 2000, the company
paid $\$ 635.2$ million in eash and asoumed

- \$15.0 million of debt.
-1999:
- In 1999, the company acquired the following:
Dusiness Aequisition Industry

Busines Name


For these and for other minor aequisitions made in 1999, the company paid $\$ 397.3$ million in eash and assumed
\$ 45.1 million of debt.
The transactions summarized above were aeeounted for as purehases;

- therefore, results of operations are included in the aeeompanying
- Consolidated Financial Statements sinee their respeetive aequisition
dates. The aequisition eosts for the 2001 aequisitions were allocated
Year Ended Deember 31, 2001 2000

- No adjustments were made to the net assets of the eombining eompanies to adopt conforming aceounting practices or fiscal years other than adjustments to eliminate the aceounting effects related to Newell's purchase of Rubbermaid's office products business ("Fldon") in 1997. - Because the Newell Rubbermaid mexger was aceounted for as a pooling of interests, the aceounting effects of Newell's purchase of fldon have been eliminated as if Newell had always owned it.

The following table presents a reconciliation of net sales and net income (loss) for Newell and Rubbermaid individually to those presented in the aecompanying consolidated Financial Statements:

$$
\text { Year Ended December 31, } 31,1
$$

(In millions)
Net sales:

| Newell | $\$ 4,146.8$ |
| ---: | ---: |
| Rublermaid |  |
|  | $2,565.8$ |



PENDING DIVESTITURE

On June 18, 2001, the Company announeed the sale of Anehor for $\$ 322.0$ million. On January 14, 2002, the Fedexal Trade Commission ("FTC") filed a complaint challenging the legality of the sale of Anchor. The PTC believes the sale of Anchor to the eurrent buyer could ereate a monopoly in the market for glaspware in the foodserviec industry. On Jonuaxy 21, 2002, the Company signed an amended agreement with the buyer to divest of Anchor, eveluding the foodservice business, for \$277.5 million. The company is defending the restructured

Certain expenses incurred in the reorganization of the company's
operations are considered to be restrueturing expenses. Pre tai
restructuring eosts eonsisted of the following:


## Restructuring provisions were detexmined based on estimates preparee

at the time the restrueturing actions were approved by management.
An analysis of the Company's restructuring plan reserves is as
follows (IN MIUIIONS):


- Cash paid for restructuring activities was $\$ 49.7$ million, $\$ 32.9$ million and $\$ 145.5 \mathrm{milli}$ in in 2001,2000 and 1999 , repectively.


## 71

The facility and other exit eost reserves of $\$ 20.1 \mathrm{million}$ at Deeember 31, 2001 are primarily related to future minimum lease payments on a vacated Levolor/Hardware European facility and closure -eosts related to six additional facilities (one at Rubbermaid, one at Parker/Eldon, two at Ievolor/Hardware and two at Calphalon/wearEver). -Severance reserves of $\$ 6.2$ million at December 31, 2001 are primarily -related to payments to approximately 25 former Newell executives whe -are reeiving severance payments under employment agreements. As of December $31,2001, \$ 1.9$ million of reserves remain for restrueturing charges reeorded in 1999 for contractual commitments on abandonee Rubbermaid computer software. No other restructuring reserves remain from the 2000 and 1999 restructuring charges.

## - 2001

During 2001, the company reerded pre-tax restructuring eharges associated with the company's strategic restructuring plan. The restructuxing plan is intended to streamline the company's supply Chain to ensure its position as the low eost global providex
throughout the Company's product portfolio. The plan eonsists of reducing worldwide headeount ovex the three years beginning in 2001 ,
and includes consolidating duplicate manufacturing facilities. As part of this plan, the company incurred employee severance and termination benefit eosts for approximately 1,700 employees.

During 2000, the company recorded pre tai restructuring eharges
related primarily to the continued Rubbermaid integration and plant

- elosures in the Home Deeor segment. The Company ineuried employee severance and texmination benefit eosts related to approximately 700 employees terminated in 2000 . Sueh eosts included severanee and government mandated settlements for facility elosures at Rubbermaid - Furope, change in control payments made to former Rubbermaid - evecutives, employee texminations at the domestic Rubbermaid divisions and severanee at the Home Deeor segment. The Company ineured merger transaction eosts related primarily to legal settlements for Rubbermaid's 1998 sale of a formex division and other mergex related eontingencies resolved in 2000. Additionally, the Company ineured facility and other exit eosts related primarily to - the elosure of five Suropean Rubbexmaid facilities, three windew - furnishings facilities as well as the evit of various Rubbermaid produet lines.

$-1999$

During 199 , the Company reeorded pre tau restructuring eharges -related primarily to the integration of the Rubbermaid business into Newell. Merger transaction eosts related primarily to investment banking, legal and aecounting eosts for the Newell/Rubbermaid mergex. - Employee severanee and texmination benefits related to approximately -750 employees terminated in 1999. Sueh eosts included ehange in control payments made to former Rubbermaid exeutives and severanee and texmination eosts at Rubbermaid's former headquarters, Rubbermaid -Home Products division, Iittle Tikes division, Rubbermaid Commereial Products division and Newell divisions. Facility and other exit -eosts representing impaired Rubbermaid eentralized eomputer software - (abondoned as a result of eonverting Rubbermaid onto existing Newell - centralized computer software) and eosts related to diseontinued produet lines, the elosure of seven Rubbermaid facilities, wite-off - Of assets asseiated with abandoned projects and impaired assets and - other exit eosts.


The Company ean also issue eommereial paper las described in Footnote 5 to the Consolidated Financial Statements), as summarized belowt

The following is a summary of long-texm debt:


[^2] will terminate in August 2002 . During 2000 , the company entered inte -a 364-day revolving exedit agreement in the amount of $\$ 700.0$ million. The 364-day revolving eredit agreement terminated in oetober 2001. At December 31, 2001, there wexe no borrowings under the remaining - $1,300.0$ million revolving exedit agreement.

In lieu of borrowings under the Company's revolving eredit agreement, the company may issue commexcial paper. The company's revolving Credit agreement provides the committed backup liquidity required to -isoue commercial paper. Aceordingly, commercial paper may only be issued up to the amount available for borrowing under the company's ruvolving exedit agreement. At Deeember 31, 2001, \$707.5 million - (principal amount) of commereial paper was outstanding. Because the bockup revolving eredit agreement expires in August 2002, the entire - $\$ 707.5$ million is elassified as eurrent portion of long texm debt.

The revolving eredit agreement permits the Company to borrow funds on a variety of interest rate texms. The agreement requires, among - other things, that the Company maintain a certain Total Indebtedness - to Total Capital Ratio and limits Subsidiary Indebtedness, as defined In the agreement. As of Deeember 31, 2001, the company was in -complianee with this agreement.

The Company had outstanding at Deeember 31, 2001 a total of $\$ 1,012.5$ million (principal amount) of medium-texm notes. The maturities on
-On September 18,2001 , the Company entered into an agreement with a financial institution ereating a finaneing entity whieh is -consolidated in the Company's financial statements. Undex the agreement, the company regularly entexs into tramsactions with the finaneing entity to sell an undivided interest in the company's trade reeeivables to the finaneing entity. In the quarter ended september 30, 2001, the finaneing entity issued $\$ 450.0$ million in preferxed debt securities to a financial institution. Those preferred debt securities must be retired or redeemed before the company can have - aceess to the financing entity's receivables. The reeeivables and
the eorresponding $\$ 450.0 \mathrm{million}$ preferred debt isued by the subsidiary to the financial institution are reooded in the Consolidated Balanee Sheets of the Company. The proeeeds of this debt -were used to pay dow eommercial paper issued by the Company. Because this debt matures in 2008 , the entire amount is eonsidered to be long term debt. The provisions of the debt agreement allow the - entire outstanding debt to be called upon certain events ineluding - the Company's debt rating falling below investment grade (Baaz; Moody's debt rating and BBB; Standard \& Poor's debt rating), and cextain levels of aceounts receivable wite offs. As of Deeember 31, 2001, the Company was in eomplianee with the agreement.

| Deeembex 31, Mat |  |
| :---: | :---: |
| (IN MILIIONS) |  |
| 2002 | \$ 8007.5 |
| 2003 | 415.5 |
| 2004 |  |
| 2005 | 22.0 |
| 2006 | 150.0 |
| Thereafter | 777.5 |
|  | \$2,172.5 |

$\longrightarrow 76$

## - FOOTNOTE 6

COMPANY OBLIGATED MANDATORILY REDEFMABLE CONVERTIBIE PREFERRED SFCURITIFS OF A SUBSIDIARY TRUS'

The company fully and uneonditionally guaxantees 10.0 million shaves - of $5.25 \%$ convertible preferred securities issued by a $100 \%$ owned
finance subsidiary of the Company, which are eallable at $103.15 \%$ of
the liquidation preferenee, deereasing over time to 100\% by Deeember
2007. Each of these "Preferred Securities" is convertible into 0.9865
of a share of company eommon stock, and is entitled to a quartexly

- eash distribution at the annual wate of $\$ 2.625$ per share.

The proeeds of the Preferred Securities were invested in $\$ 500.0$ million of the Company 5.25\% Junior Convertible Subordinated Debentures. The Debentures are the sole assets of the subsidiary trust, mature on Deeember 1, 2027, bear interest at an annual fate of $5.25 \%$ are payable quartexly and became redeemable by the company beginning in December 2001. The Company may defer interest payments on the Debentures for a period of up to 20 consecutive quartexs, during which period distribution payments on the preferred securities are also deferred. Under this eireumstanee, the company may not declare or pay any eash distributions with respect to its common or prefered stock - or debt seeurities that do not rank senior to the Debentures.

As of December 31, 2001, the Company has not elected to defer
interest payments. The $\$ 500.0 \mathrm{million}$ of the preferred securities is

- classified as Company Obligated Mandatorily Redeemable Convertible

Preferred seeurities of a Subsidiary Frust in the consolidated
Balanee Sheet.

DERIVATIVE FINANCIAI INSTRUMFNTE
At the beginning of 2001, the Company adopted IAS No. 133,
"Aceounting for Dexivative Instruments and Hedging Aetivities." This

- statement requires eompanies to reeord derivatives on the balanee

Lheet as assets or liabilities, measured at fair value. Any ehanges
in fair value of these instruments are recorded in the ineone

- statement or other comprehensive income. The impact of adopting FAs

No. 133 on January 1, 2001 resulted in a eumulative after taí gain of
approximately $\$ 13.0 \mathrm{million}$, recorded in aceumulated othex

- comprehensive ineome. The eumulative effect of adopting FAS No. 133 - did not materially impact the results of operations.

The Company has limited involvement with derivative financial
instruments and does not use them for trading purposes. Derivative
-financial instruments are used to manage certain interest rate and
foreign eurreney risks. These instruments inelude interest rate -swaps, long term eross eurreney interest wate swaps, and short texm - forward exehange eontracts.

The company entered into several interest wate swap agreements, - designated as cash flow hedging relationships, as a means to mitigate
the risk of rising interest rates in future periods by eonverting
-extain floating rate debt instruments into fired rate debt. Gains and losses on these instruments, to the extent that the hedge relationship has been effective, are deferxed in other eomprehensive income and recognized in interest expense over the period in which The Company reegnizes interest expense on the related debt - instrument. Any ineffectiveness on these instruments is immediately reognized in interest expense in the period that the ineffectiveness ocurs. During 2001, the ineffectiveness related to these instruments was insignificant. The maximum length of time over which the Company is hedging its interest rate exposure through the use of interest rate swap agreements is seven years, and the company expects approximately $\$ 10.9$ million of losses, net of tax, deferied in othex - comprehensive income to be reognized in earnings over the 12 months - ended Deember 31, 2002. At Deeember 31, 2001, the Company had interest rate swaps with an outstanding notional principal amount of - $\$ 372.0$ million, with acexued interest payable of $\$ 1.6$ million.

The company utilizes forward exehange eontraets to manage foreign - exehange risk related to both known and antieipated interempany transactions and third-party eommereial transaction exposures of one year duration or less. The Company also utilizes long term eross eurreney interest rate swaps to hedge long-texm intereompany transactions. The maturities on these long texm eross eurxency interest rate swaps range from three to five years. At December 31, 2001, the company had long-term exos eurreney interest rate swaps

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With an outstanding notional prineipal amount of $\$ 337.3 \mathrm{million}$, with - werued interest reeivable of \$2.9 million.
-Gains and losses related to qualifying forward exchange eontraets, Which hedge intereompany transactions or third party eommereial
transactions, are defexred in other comprehensive ineome with a - corresponding asset or liability until the underlying transaction - ours and are eonsidered to have a eash flow hedoing relationship. The gains and losses reported in aceumulated other eomprehensive - ineome will be reclassified to earnings upon eompletion of the -underlying transaction being hedged. The net loss reeognized in 2001 for matured eash flow forward evehange eontracts was $\$ 1.0 \mathrm{million}$, which was reognized in the income statement. The company estimates that $\$ 0.6$ million of losses, net of tax, deferred in aeeumulated other eomprehensive ineome will be reeonized in earnings over the 12 months ending Deeembex 31, 2002.

- exchange contracts and eross eurrency interest rate swaps was \$2.2
million, whieh was reeognized as part of interest ineome on the - ineome statement.

The following table summarizes the Company's short-term forward - exehange contracts and long term eross eurreney interest rate swaps in U.S. dollars by major euxrency and contractual amount. The "buy" - amounts represent the U.S. equivalent of eommitments to purehase foreign eurrencies, and the "sell" amounts represent the U.S. equivalent of commitments to sell foreign eurrencies aeeording to the local needs of the subsidiaries. The eontractual amounts of
-significant short-term forward exchange eontracts and long-texm-xose -eureney interest rate swaps and their fair values as of Deeember 31, 2001 were as follows:
Deeembex 31, $2001 \quad 2000$


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The Company's short-texm forward exchange eontracts and long-texm
eros eurreney interest rate swaps do not subjeet the Company to wisk

- due to foreign exehange rate movement, since gains and losses on
- these instruments genexally offset gains and losses on the assets,
liabilities, and other transactions being hedged. The company does not obtain eollateral or other security to support derivative - financial instruments subject to eredit risk, but monitors the eredit standing of the eountexpaxties.
-estate, transportation, data proessing and other equipment undex
leases which expire at various dates through the year 2013. Rent
-expense was $\$ 112.0$ million, $\$ 102.9$ million and $\$ 91.9$ million in 2001, - 2000 and 199 , respectively. Future minimum rental payments fox operating leases with initial or remaining terms in exeess of one - year are as follows:
Year ending Deember 31, Minimum Payments

| (IN MILIIONS) |  |
| :--- | ---: |
| 2002 | $\$ 56.6$ |
| 2003 | 40.3 |
| 2004 | 28.6 |
| 2005 | 18.5 |
| 2006 | 12.2 |
| Thereafter | 24.1 |
|  | $\$ 180.3$ |

- EMPLOYEE BENETIT AND RETIREMENT DUANG
-As of Deeember 31, 2001, the Company continued to maintain various - deferred eompensation plans with varying terms. The total liability - asociated with these plans was $\$ 52.3 \mathrm{million}, \$ 49.2 \mathrm{million}$ and - 49.6 million as of December $31,2001,2000$ and 1999 , respectively. These liabilities are included in other Noneurxent fiabilities in the Consolidated Balanee Sheet. These plans are partially funded with asset balanees of $\$ 41.9$ million, $\$ 39.6$ million and $\$ 37.6$ million as - Of Deember 31, 2001, 2000 and 1999, respectively. These assets are included in other Noneurrent Assets in the Consolidated Balanee Sheet.
- Effective January 1, 2002, the Company adopted a defexyed
- empensation plan pursuant to whieh eextain management and highly -empensated employecs are eligible to defer up to 50\% of theix - regular eompensation and up to $100 \%$ of their bonuses, and nonemployee - board members are eligible to defer up to 100\% of their directors compensation. The eompensation deferred under this plan along with - earnings is fully vested at all times.

The Company has a Supplemental Eveeutive Retirement Plan ("SERP"), Which is a nonqualified defined benefit plan puxsuant to which the Company will pay supplemental pension benefits to eextain key -employees upen retirement based upon the employees' years of serviee and empensation. The sfrp is being funded through a trust agreement With the Northern Trust Company, as trustee, that own life insurance -policies on key employees. At December 31, 2001, 2000 and 1999, the life insurance eontraets had a eash surrender value of $\$ 56.0$ million, $\$ 44.1 \mathrm{million}$ and $\$ 30.0 \mathrm{million}$, respectively. These assets are - included in Other Noneurrent Assets in the Consolidated Balanee Sheet. The amount of eoverage is designed to provide suffieient reserves to cover all eosts of the plan. The projected benefit obligation was $\$ 59.8 \mathrm{million}, \$ 57.1 \mathrm{million}$ and $\$ 44.8 \mathrm{million}$ at - Deember 31, 2001, 2000 and 1999, respectively. The SERP liabilities are included in the pension table below; however, the Company's investment in the life insurance contracts are excluded from the - table as they do not qualify as plan assets under FAS No. 87, Employexs' Aecounting for Pensions.

- amounts required by the Employee Retirement Income Security Act of

1974, as amended, the Internal Revenue Code of 1986, as amended or
-local statutes to assure that plan assets will be adequate to provide
retirement benefits. The Company's common stock eomprised $\$ 56.6$

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-million, $\$ 46.7$ million and $\$ 48.7$ million of noneontributory pension
plan at Demer 31, 2001, 2000 and 1999, ropetively.
The compay's matehing eontributions to the profit sharing plans were

- $\$ 15.4$ million, $\$ 14.5$ million and $\$ 12.3$ million for the years ended
- Deember 31, 2001, 2000 and 1999, respectively.
-In addition, several of the company's subidiaries eurrently provide
retiree health eare and life inourane benefits for cortain employee
groups.

The following provides a reenciliation of benefit obligations, plan - assets and funded status of the Company's noneontributory pension
plans, sERP and postretirement benefit plons within the guidelines of
FAS NO. 132.




- Amunts reonized in the



The projected benefit obligation, aecumulated benefit obligation and
fair value of plan assets for the pension plans with aceumulated
benefit obligations in exeess of plan assets are as follows:


Assumed health eare eost trends have been used in the valuation of postretirement benefits. The trend rate is 68 in 2001, but will increase to $10 \%$ (for retirees undex age 65 ) and $12 \%$ (for retirees - over age 65) in 2002 , declining to 60 for all retirees in 2009 and thereafter. The company increased the medieal eare eost trend due to
-significant inereases in actual medical eosts.
The health eare eost trend rate significantly affects the reported postretirement benefit eosts and obligations. A one pereentage point change in the assumed rate would have the following effects:

1\% Increase 1\% Decrease

| (IN MILITONS) |  |  |
| :---: | :---: | :---: |
| Effect on total of |  |  |
| sexvice and interest | \$1.8 |  |
| cost eomponents |  | \$(1.6) |
| Fffect on postretirement |  |  |
| benefit obligations | 17.5 | (16.1) |

On Februaxy 7, 2000, the Company announced a stock repurchase program of up to $\$ 500.0$ million of the Company's outstanding eommen stock. During 2000, the Company repurchased 15.5 million shares of its comflon stock at an average price of $\$ 26.00$ per share, for a total eash priee of $\$ 403.0 \mathrm{million}$ under the program. The repurehase program remained in effect until Deeember 31, 2000 and was financed - through the use of working capital and commercial papex.

Each share of eommon stock includes a stock purchase right (a
"Right"). Faeh Right will entitle the holder, until the earlier of - Oetober 31, 2008 or the redemption of the Rights, to buy the number of shares of eommon stock having a market value of two times the - evereise priee of $\$ 200.00$, subject to adjustment under eextain - cireumstanees. The Rights will be exereisable only if a person ox - group aequires $15 \%$ or more of voting power of the company or announces a tender offex after which it would hold $15 \%$ or more of the Company's voting power. The Rights held by the $15 \%$ stockholdex would not be evereisable in this situation.

Furthermore, if, following the aequisition by a person or group of - $15 \%$ or more of the Company's voting stock, the Company was aequired in a merger or other business eombination or $50 \%$ or more of its assets wexe sold, each Right fother than Rights held by the 150 stockholdex) would become exexcisable for that number of shares of common stock of the company (or the surviving eompany in a business combination) having a maxket value of two times the exexeise priee of - the Right.

The Company may redeem the Rights at $\$ 0.001$ per Right prior to the oceurience of an event that causes the Rights to beeme evereisable for eommon stock.

## FOOTNOTE 11

## - STOCK OPTIONS

The Company's stock option plans are aceunted for under ApB opinion No. 25 . As a result, the Company grants fiked stock options undex which no eompensation eost is reeognized. Had eompensation eost fox the plans been detexmined eonsistent with FAS No. 123, the Company's net income and earnings per share would have been redueed to the -following pro forma amounts:
Year Ended Deember 31, 2001 2000 1999


Becuse the IAS No. 123 method of aceunting has not been applied to - options granted prior to January 1,1995 , the resulting pro forma compensation eost may not be representative of that to be expected in future years.

The company has authorized 16.1 million shares of common stock to be
-issued under various stock option plans. As of January 1, 2001,
undex the company's primaxy 1993 stock option Plan, the company eould - grant options for up to 13.3 million shares, of whieh the company has -granted 12.0 million options and eaneeled 2.4 million options through December 31, 2001. Under this plan, the option evereise priee equals the common stock's elosing priee on the date of the grant, and - options vest over a five year pexiod and expire ten years from the - date of grant.


- Options outstanding at Deeember 31, 2001:

- Options Exereisable at Deember 31, 2001:


1999 shares Exereise priee


The fair value of each option grant is estimated on the date of grant -using the Black-scholes option pxicing model with the following - assumptions used for grants in 2001, 2000 and 1999, respectively: risk free interest rate of $5.1 \%, 6.5 \%$ and $6.6 \%$, expeeted dividend Yields of $3.0 \%, 3.0 \%$ and $2.0 \%$ expected lives of $9.0,9.0$ and 9.0 years; and expected volatility of $28 \%, 28 \%$ and $25 \%$.

The non-U.S. eomponent of ineome before ineome taves was $\$ 69.9$
million in $2001, \$ 84.7 \mathrm{million}$ in 2000 and $\$ 56.3 \mathrm{million}$ in 1999
million in 2001, $\$ 84.7$ million in 2000 and $\$ 56.3$ million in 1999.
The emponents of the net deferred tar asset are as follows:


| Defered tav liabilities: |  |  |  |
| :--- | ---: | ---: | ---: |
| Aecelerated depreciation | $(135.4)$ | $(139.6)$ | $(157.5)$ |
| Prepaid pension asset | $(42.0)$ | $(38.8)$ | $(33.7)$ |
| Amertizable intangibles | $(9.2)$ | $(18.8)$ | $(24.7)$ |
| Other | $(205.4)$ | $(203.1)$ | $(20.2)$ |
|  | $(207.4)$ |  |  |


| Net deferred tar asset | $\$ 250.1$ | $\$ 191.9$ | $\$ 188.8$ |
| ---: | ---: | ---: | ---: | ---: |
| Valuation allowance | $(85.3)$ | $(53.2)$ | $(23.9)$ |
| Net deferred tar asset after |  |  |  |
| valuation allowance | $\$ 164.8$ | $\$ 138.7$ | $\$ 164.9$ |

At Deember 31, 2001, the Company had the following net operating
loss ("NOL") earryovers:

Tax Benefit


| Franee | $\$ 37.1$ | $\$ 31.2$ | 2005 2007 |
| :---: | ---: | ---: | ---: |
| Germany | 20.1 | 12.1 | No expiration |
| Iuxemburg | 6.2 | 6.2 | No expiration |
| Netherlands | 6.6 | 4.3 | No expiration |
| United Kingem | 26.8 | 21.7 | No expiration |
| Other | 12.4 | 9.8 | No expiration |
|  | $\$ 109.2$ | $\$ 85.3$ |  |

The Company generated losses in cextain jurisdictions and legal - entities for which management believes it is unlikely that sueh b benefits will be realized and, therefore, provided a valuation -allownee against sueh benefits. Approximately $\$ 17.4 \mathrm{million}$ of the total net operating los benefits relate to the aequisition of the Gillette Stationexy Products Group in 2000. To the extent that these - loses are utilized in the future, wuh benefits will reduee goodwill - asseiated with this aequisition.

The net deferred tax asset is classified in the Consolidated Balanee - Sheets as follows:



No U.S. deferred taxes have been provided on the undistributed nonU.S. subsidiary carnings which are considexed to be permanently invested. At Deember 31, 2001, the estimated amount of total

- unremitted non U.S. uubidiary earnings is
- \$72. 7 million.

Total other nonoperating expenses (ineome) eonsist of the following:

(1) Primarily relates to the Company's investment in American Tool Companies, Ine., in which the company has a 49\% interest.
(2) Expense from Convertible Preferred Seeurities (see Footnote 6).

INDUSTRY SEGMENT INFORMATION

On April 2, 2001, the Company announeed the realignment of its
-operating segment strueture. This realignment refleets the company's fous on building large consumex brands, prometing organizational - integration and operating efficiencies and aligning the businesses

With the Company's key aceount strategy. The five new segments have been named for leading worldwide brands in the company's produet
portfolio. The realignment streamlines what had previously been sin operating segments. Based on this management structure, the

- Company's segment results are as follows (IN MIIIIONS):




- Depreciation and Amortization

- GEOGRAPHIC AREA INFORMATION


net sales for any year.
(2) All interempany transactions have been eliminated.
(3) operating ineome is net sales less eost of products sold and selling, genexal and administrative expenses. Cextain headquarters expenses of an operational nature are allocated to business segments and geographic areas primarily on a net sales basis. Trade names and goodwill amortization is eonsidered a eorporate expense and not alloeated to business segments.
(4) Restrueturing eosts are reeorded as both Restructuring costs ane as part of cost of products sold in the consolidated statements of Ineome (refer to Footnote 3 for additional detail.)
(5) Corporate assets primarily include trade names and goodwill, equity investments and defexred tax assets.
(6) Includes Argentina, Brazil, Colombia, Mexiee and Venezuela.
(7) Transfexs of finished goods between geographie areas are net significant.

The Company is involved in legal proeedings in the ordinary course

- of its business. These proceedings inelude elaims for damages
arising out of use of the Company's products, allegations of
- infringement of intellectual property, commereial disputes and employment matters as well as the environmental matters deseribed below. Some of the legal procedings include elaims for punitive as well as eompensatory damages, and a few proeedings purport to be - class actions.

As of Deember 31, 2001, the Company was involved in various matters - concerning federal and state environmental laws and regulations, including mattexs in which the Company has been identified by the U.S. Environmental Protection Ageney and eextain state environmental - agencies as a potentially responsible party ("PRP") at eontaminated - sites under the Federal Comprehensive Environmental Response, Compensation and Liability Aet ("CERCIA") and equivalent state laws.
-In assessing its environmental response costs, the Company has considered several factors, including: the extent of the Company's volumetric eontribution at each site relative to that of other pRPS; the kind of waste, the texns of existing eost sharing and othex - applicable agreements; the financial ability of othex PRPs to share - in the payment of requisite eosts; the company's prior experience with similar sites; environmental studies and eost estimates - available to the Company; the effects of inflation on eost estimates; and the extent to which the Company's and othex paxties' status as PRPS is disputed.

The Company's estimate of environmental response eosts asseciatee With these matters as of December 31, 2001 ranged between \$14.2 million and $\$ 18.1$ million. As of Deember 31, 2001, the company had a -reserve equal to $\$ 15.8 \mathrm{million}$ for such environmental response eosts in the ageregate. No insurance reevery was taken into aceount in - determining the Company's eost estimates or reserve, nor do the Company's eost estimates or reserve reflect any diseounting for present value puxposes, exeept with respect to two long-texm (30 year) opetations and maintenance CERCIA maters whieh are estimated at present value.

## Because of the uncextainties associated with environmental

investigations and response activities, the possibility that the
Company eould be identified as a PRP at sites identified in the - future that require the incurrence of environmental response eoste - and the possibility of additional sites as a result of businesses 97

## - acquired, actual eosts to be incurred by the Company may vary from

- the Company's estimates.


## Although management of the Company cannot predict the ultimate

-outerme of these legal proeecdings with eertainty, it believes that the ultimate resolution of the Company's legal proeedings, ineluding any amounts it may be required to pay in exeess of amounts reserved, will not have a material effect on the Company's Consolidated

## ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING

 AND FINANCIAI DISCLOSURENone.

## -ITEM 10. DIRECTORS AND EYECUTIVE OEFICERS OF THE REGISTRANT

Information regarding executive officers of the company is included as a Supplementary Item at the end of Part I of this Form 10 K .

Information regarding the Directors of the company is set forth below:

- of The Alton F. Doody Co. (a maxketing eonoulting eompany) since 1984.

Dr. Doody was ee founder of Management Horizons, Ine., now a division

- of Pricewatexhousecoopers. For 12 years, Dr. Doody sexved as a
- Professor of Marketing and Business Strategy at The Ohio state

University. Dr. Doody has been a director of the Company sinee 1976.
His term as a director expires at the 2002 annual meeting of
-stockholdexs.
William D. Marohn, age 61, retired in December 1998 as Viee Chairman - of the Board of Whirlpool Coxporation (a manufacturex and marketer of -major home applianees), a post he held sinee February 1997. From

- aetobex 1992 through January 1997 , Mr. Marohn served as the president
and Chief Operating Officer of Whirlpool Corporation. From January
— through Oetober 1992, he was President of Whirlpool Europe, B.V. From
Mpril 1989 through Deeember 1991, Mr. Marohn served as Emeeutive viee
President of Whirlpool's North American operations and from 1987
— through Mareh 1989 he was President of Whirlpool's Kenmore Appliance
GGoup. Prior to retirement, Mr. Marohn had been associated with
Whixlpool sinee 1964. Mr. Marohn has been a director of the company
- since 1999 . His texm as a director expires at the 2002 annual meeting
- of stockholders.

Daniel C. Fexguson, age 74, was Chairman of the Board of the Company

- from May 1992 through December 1997 and again from November 2000 to

January 2001. Mr. Ferguson was Chief Evecutive Officer of the company
from 1966 through May 1992. Mr. Ferguson has been a director of the
Company since 1965. His term as a director expires at the 2002 annual meeting of stockholdexs.

Joseph Galli, Jr., age 43, has been President and Chief Eirecutive

- Officer of the Company sinee January 2001. Prior thereto, Mr. Galli
—was President and Chief Evecutive Officer of VerticalNet, Ine. (an
internet business-to-business eompany) from May 2000 until Januaxy

2001. From June 1و9 until May 2000, he was President and Chief

- Operating Officer of Amazon.eom (an internet business-to-eonsumex
(empany). From 1980 until June 1999, Mr. Galli held a variety of
position with The Black and Decker Corporation la manufacturer and
—marketer of power tools and aceessories), eulminating as President of
Black and Deckex's Worldwide Power Tools and Aceesories. Mx. Galli
received a B.S. in Business Administration from the University of
Noxth Carolina and an M.B.A. from Loyola College, Baltimore, Maryland.
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-Mr. Galli has been a direetor of the Company since 2001. His term as a director expires at the 2003 annual meeting of stockholders.

Robext I. Katz, age 76, has been President of Rebext I. Katz \& Assoiates (eonsultants in eorporate strategy) for more than five
years. For 16 years, Dr. Katz taught Business poliey and
-Organizational Behavior at the Stanford, Harvard and Daxtmouth
-Graduate Sehools of Business. He is also a director of HON
Industries, Ine. (an office furniture manufacturing eompany). Dr.
-Katz has been a director of the company sinee 1975. His texm as a

- director expires at the 2003 annual mecting of stockholdex.

William P. Sovey, age 68, has been Chairman of the Board of the -Company since January 2001 and previously held that position from
-January 1998 through Oetober 2000. He was Viee Chairman and Chief
Executive officer of the Company from May 1992 through Deeember 1997
— and again from November 2000 to January 2001. Mr. Sovey was President Cand Chief Operating Officex of the Company from January 1986 through
-May 1992. He was President and Chief operating offieex of AMF Ine.
( (an industrial and eonsumex leisure produets eompany) from Mareh 1982
— through July 1985, and Executive Viee President from August 1979

- through Mareh 1982. He is also a director of Aeme Metals Ineorporated
(a fully integrated producex of stecl and steel products), fece fnexgy
-Ine. (an electric utility holding eompany) and Actuant Coxp. (an
- industrial eonsumer products eompany). Mr. Sovey has been a director
of the company sinee 1986. His texm as a director expires at the 2003
- annual meeting of stockholders.

Seott S. Cowen, age 55, has been the President of Tulane University and Seymour S Goodman Memorial Professor of Business sinee July 1998. - From 1984 through July $1998, \mathrm{Mr}$. Cowen sexved as Dean and Allbext J.
-Weatherhead, III Professor of Management, Weatherhead School of
Management, Case Hestern Reserve University. Prior to his departure
in $1998, \mathrm{Mr}$. Cowen had been asseiated with Case Western Reserve

- University in various capacities sinee 1976. Mr. Cowen is eurrently a - director of American Greetings Corp. (a manufacturer of greeting cards and related merehandise), Forest City Entexprises (a real estate - developex) and Jo-Ann Stores (an operator of retail fabric shops). -Mr. Cowen has been a director of the Company sinee 1999. His term as a director expires at the 2004 annual meeting of stockholdexs.
- Elizabeth Cuthbert Millett, age 45, has been the owner and operator of Plum Creek Ranch, located in Neweastle, Wyoming la eommereial eattle production eompany) for more than five years. Ms. Millet has been a - director of the Company since 1995. Her term as a director expires at the 2004 annual meeting of stockholdexs.

[^3] -Administration at the Harvard University Graduate sehool of Business -sinee 1989 . Prior thereto, Dr. Montgomery was a Professor at the
five years. Mr. Newell has been a director of the Company since 1982.
His term as a director expires at the 2004 annual meeting of
-stockholders.
Gordon $R$. Sullivan, age 64, Genexal, U.S. Army (Ret.), has been
President of the Association of the United States Army since February
1998. From 1995 through 1997, Mr. Sullivan served as President of
Coleman Federal, a division of Coleman Researeh Corporation la systems
engineexing eompany and a subsidiary of Thexmo slectron corporation).
From 1991 through $1995, ~ M r$. Sullivan served as the $32 n d$ Chief of Staff

- of the United States Army and as a member of the Joint Chiefs of
Staff. Prior thereto, Mr. Sullivan served as viee Chief of staff and
Deputy Chief of Staff for Operations and Plans of the United States
Army. Mr. Sullivan has been a director of the company since 1999.
His term as a direetor expires at the 2004 annual meeting of
-stockholdexs.
- SECTION 16(a) BENFFICIAI OWNERSHIP COMPIIANCE REPORTING

Based solely upon a review of reports on Forms 3, 4 and 5 and any

- amendments thereto furnished to the Company pursuant to Section 16 of
- the Seeurities Exehange Aet of 1934, as amended, and witten
representations from the evecutive officers and directors that ne
other reports were required, the Company believes that all of sueh
reports were filed on a timely basis by evecutive offieers and
directors during 2001, exeept that Mr. Galli filed a late Form 3 and
that Dr. Cowen filed a late Form 4 with respect to one stock option
- exereise.
ITEM 11. EXECUTIVE COMPENSATION
- COMPENSATION OE DIRECTORS

Directors of the company whe are not also employees of the
Company are paid an annual retainer of $\$ 40,000$, plus a $\$ 2,000$ fee for - each Brard meeting attended and a $\$ 1,000$ fee for each eonmittee meeting attended, unless sueh meetings are eondueted telephonieally, - in which case the fee is $\$ 500$ for each meeting. Committec chairmen receive an additional $\$ 1,000$ fee for each committee meeting attended, Whether in pexon or telephonically. Non-employee directors of the
Company are eligible to receive options to purchase shares of eommon -stock undex the Newll Rubbexmaid Inc. Amended 1993 stock Option Plan (the "1993 option Plan"). Under the 1993 option Plan, eaeh non employee director reecives an automatie grant of an option to purehase





Group President (5)


- OPTION GRANTS IN 2001

The following table sets forth eextain information as to options
to purchase eommon stock granted to the Named Offieexs undex the 1993

- Option Plan in 2001, and the potential realizable value of eaeh grant
- of options, asouming that the maxket priee of the undexlying eommon
-stock appreciates in value during the ten year option term at
- annualized rates of $5 \%$ and $10 \%$.

Individual Grants
 based on the elosing price of the eommon stock on the New York Stock Erehange as reported in THE WMII STREET JOURNAI.
(3) Potential realizable value is reported net of the option evereise price but before taves associated with exereise. These amounts assume annual eompounding results in total appreciation of approximately 63\% (5\% per year) and approximately $159 \%$ (10\% pex year). Aetual gains, if any, on stock option exereises are dependent on the future pexformance of the eommon stock, overall market conditions and the continued employment of the Named officer. There ean be no asurance that the amounts reflected in this table will be achieved.

## OPTION EYERCISFS IN 2001



[^4]
## PENSION AND RETIREMENT PUANS

The Pension Plan Table set forth below shows total estimated
-annual benefits payable upon retirement based on the benefit formulas

- in effect and caleulated on a straight life annuity basis, as
- described below to persons covered under the Non-Contributory Defined

Benefit Pension Plan for Salaried and Clerieal Employees (the "Pension
Plan") and the Supplemental Retirement Plan established in 1982 (the
"supplemental Retirement Plan"), including the Named Officexs, in
-sperified eompensation and years of eredited sexviee elassifieations,
assuming employment until age 65 and that social seeurity benefits

- remain at the eurrent level.



| -900,000 | 115,000 | 249,300 | 382,700 | 6,200 | 649,600 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1,000,000 | 130,700 | 279,000 | 427,100 | 575,400 | 723,700 |
| 1,100,000 | 145,500 | 308,500 | 471,600 | 634,800 | 797,000 |
| 1,200,000 | 160,300 | 338,200 | 516,200 | 694,000 | 872,000 |
| 1,300,000 | 175,200 | 367,900 | 560,600 | 753,400 | 246,100 |
| 1,400,000 | 190,000 | 397,600 | 605,100 | 812,600 | 020,100 |
| 1,500,000 | 204,800 | 427,100 | 649,600 | 72,000 | 094,300 |
| 1,600,000 | 219,600 | 456,800 | 694,000 | 931,200 | 168,400 |
| 1,700,000 |  |  |  |  | 242,700 |

[^5]
## EMPLOYMENT SECURITY AND OTHER AGREEMENTS

The Company has Employment Security Agreements with Mr. Gallir
Mr. Parker, Mr. Cooley, Mr. Klatt, Mr. Alldredge, Mr. Roberts and
certain other evecutive officers (eollectively, the "covered
Officerg"). The agreements provide for the continuation of sataxy bonus and eextain employee benefits for a severance pexiod of 24 months (but not beyond age 65) following the texmination of employment - of the covered officex within 12 months (but prior to age 65) aftex - eextain ehanges in eontrol of the company. In the event of sueh texmination of employment, the covered Officex will eontinue to reecive

- his base salary and bonus (based upon his average bonus for the three full fiscal years preeding the change in control) during the severance period. The Covered officex also will reeeive all benefits aeerued undex the incentive and retirement plans of the company to the date of - termination of employment and will be given serviee eredit for all purposes of these plans during the severanee period. All options held by the covered officex with respect to eommon stock will become
- immediately evercisable upon the date of termination of employment and -remain evereisable for a period of 00 days thereafter.
the Compony will eontinue to reimburse the covered officex fox
autombile expenses. However, the amount of any benefits of
-reimbursement the Covered Officer or his spousereceives will be
reduced by the amounts received from another employer or from any
other souree. If the covered Offieex dies during the severanee
period, all amounts payable during the remainder of the severance
period shall be paid to his surviving spouse, and his spouse will
- continue to be eovered under all applicable welfare plans. No amounts
are payable if the employment of the covered officer is terminated by
- the company for good cause (as defined in the agreements) or if the

Covered Officer voluntarily terminates his employment without good
reason (as defined in the agreements).

- ITEM 12. SECURITY ONNERSHIP OF CERTAIN BENEFICIAI OWNERS ANB MANAGEMFNI

The only pexsons or groups which are know to the company to be

- the beneficial owners of more than five pereent of the outstanding
common stock are:

(1) As reported in a statement on Sehedule 136 filed with the securities and Erehange Commission on February 11, 2002 by Capital Researeh and Management Company. Aecording to the filing, Capital Researeh and Management Company has sole dispositive power with respect to all $22,192,500$ shares.
(2) As reported in a statement on schedule 136 filed with the securitics and Exchange Commission on February 8, 2002 by Barxow, Hanley, Mewhinney o Straus. Aeeording to the filing, Baxrow, Hanley, Mewhinney \& strauss has sole voting power over 1,347,700 over such shares, shared voting powex over $15,334,400$ of such shares and shared dispositive power over $16,682,100$ of sueh shares.
(3) As reported in a statement on Sehedule 136 filed with the securities and Frehange Commission on February 11, 2002 by Vanguard Windsor Funds Windsor II Fund. Aceording to the filing, vanguard Nindsox Eunds-windsor II Fund has sole voting powex ovex all $14,429,200$ of sueh shares and shared dispositive power ovex all 14,429,200 of such shares.

The following table sets forth information as to the beneficial

- wnexship of shares of eommon stock of each director, each nominee for
- director, and each Named Offieer and all directors and exeeutive
—.officers of the Company, as a group. Exeept as othexwise indicated in
the footnotes to the table, each individual has sole investment and
woting power with respect to the shares of common stock set forth.


$\bar{t}$ Represents less than 1\% of the Company's outstanding eommon stock.
(1) Includes shares issuable pursuant to stock options eurrently evereisable or evercisable within 60 days of Mareh 5, 2002 as follows: Dr. Cowen, 6,000 shares; Dr. Doody, 10,000 shares; Mr. Ferguson 10,000 shares; Mr. Galli, 200,000 shares; 0x. Katz, 10,000 Monteomery, 10,000 shares; Mr. Newell, 10,000 shares; Mr. Sovey 101,800 shares; Mr. Sullivan, 6,000 shares; Mr. Parkex, 55,772 shares;
Mr. Cooley, 21,073 shares; Mr. Kıatt, 11, 480 Shares; Mr. Alrdredge,
36,527 shares; Mr. Roberts, 13,500 shares; and all directors and
exeutive officers as a group, 568,601 shares.
(2) Includes 96,906 shares held in charitable trusts of which Mr.

Ferguson is trustee, 694,384 shares held in a trust of whieh Mr.
Ferguson is benefieiary, $2,062,525$ shares held by a partnexship of which Mr. Ferguson is managing partner, 200,000 shares held in an evehange fund and 25,517 shares held by direet ownexship.
(3) Includes 50,766 shares owned by her as eustodian for her two children, 70,860 shares held in a trust of whieh Ms. Millett is trustee, 12,225 shares held by hex husband in street name, 132,291 shares held by direet ownership and $1,090,700$ shares over which Ms. Millett has voting power by proxy.
(4) Includes 2,144 shares owned by his wife.
(5) Includes shares held by the Newell 401 (k) Plan over which each
of the following persons has voting and investment power: Mr. Galli,
179 shares; Mr. Sovey, 7,752 shares; Mr. Parker, 4, 800 shares;
Mr. Cooley, 30,632 shares; and Mr. Alldredge 1,590 shares.
(6) Includes 50,764 shares owned by his wife.

ITEM 13. CERTAIN REIATIONSHIPS AND REIATED TRANSACTIONS

Not applicable.
REPORTS ON FORM 10 K
(a) (1) The following is a list of the financial statements of Newell Rubbermaid Ine. included in this report on Form 10-K, which are filed - herewith pursuant to Item 8:

> Report of Independent Publie Aceountants

Consolidated Statements of Income Years Ended Deeember 31,
-2001, 2000 and 1999
Consolidated Balanee Sheets Deeembex 31, 2001, 2000 and 199
Consolidated Statements of Cash Flows Years Ended Deeember 31, 2001, 2000 and 1999

Consolidated Statements of Stockholders' Fquity- Years Ended Deeember 31, 2001, 2000 and 1999

Footnotes to Consolidated Financial Statements- Deember 31, 2001, 2000 and 1999
(2) The following eonsolidated financial statement schedule of the Company ineluded in this report on Form $10-\mathrm{K}$ is filed herewith
purguant to Item 14 (d) and appears immediately preeeding the Exhibit Index:

- SCHEDULE II VALUATION AND QUALIFYING ACCOUNTS
(3) The exhibits filed herewith are listed on the Exhibit Index filed as part of this report on Form $10-K$. Fach management eontract
or eompensatoxy plan or arrangement of the company listed on the
Erhibit Index is separately identified by an asterisk.
(b) Reports on Form 8-K:

None.
$\longrightarrow 112$
—_SIGNATURES

Pursuant to the requirements of section 13 or 15 (d) of the
Seeurities Erehange Aet of 1934, the Registrant has duly eaused this report to be signed on its behalf by the undersigned, thexeunto duly - authorized.


Pursuant to the requirements of the securities Erehange Aet of 1934, this report has been signed below on February 5, 2002 by the following pexsons on behalf of the Registront and in the eqpacities -indieated.

1113
/s/ Daniel C. Fexguson Director

- Daniel C. Ferguon
/s/ Robert I. Katz Director

Robert I. Katz
/s/ William D. Marohn Directox

William D. Marohn

- /s/ Elizabeth Cuthbert Millett Director

Elizabeth Cuthbert Millett
/s/ Cynthia A. Montgonery Director

- Cynthia A. Montgomery
/s/ Allan P. Newell Directox

Allan P. Newll
hol Gordon $R$. Sullivan Director

Gordon R. Sullivan
$\longrightarrow 114$




$\longrightarrow 115$
(C) EXHIBIT INDEX


|  |  |
| :---: | :---: |
| 4.4 Indenture dated as of April 15,1992 , between the company and The Chase Manhattan Bank (National Aseiation), as Trustee (ineorporated by referenee to Exhibit 4.4 to the Company's Report on Form 8 amending the company's <br> Quartexly Report on Form 10 Q for the quartexly period ended Mareh 31, 1992 (File No. OO1(0900) - <br> 4.5 <br> Indenture dated as of Novembex 1, 1995, been the company and J.P. Morgan Chase \& Co. (formexly The Chase Manhattan Bank (National Association)), as Trustee (incorporated by referene to Exhibit 4.1 to the Company's Curient Report on rorm 8-K dated $\mathrm{May}^{3}{ }^{3}$ 1996). <br> 4.6 Credit Agreement dated as of June 12, 1995 and amended and restated as of August 5, 1907, among the company, cextain of its affiliates, J.P. Morgan Chase \& Co. (formexly The chase Manhattan Bank (National Asociation), as Agent, and the banks whose names appear on the signature pages therete (ineorporated by reference to Exhibit 10.17 to the company's Quartexly Report on Form $10-\mathrm{Q}$ for the quartexly period ended June 30, 1997). <br> 4.7 Junior Convertible <br> Subordinated Indenture for the $5.25 \%$ Convertible Subordinated Debentures, dated as of Deembex 12, 1997, ameng the company and J.P. Morgan Chase \& Co. (formexly The Chase Manhattan Bank (National Assiation), as Indenture Trustee (incorporated by referenee to Exhibit 4.3 to the Company's Registration statement on Form $5-3$, File No. 333 47261, file Mareh 3 , 1998 (the "1998 Form s-3"). |  |
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| Exhibit |
| :--- |
| Number Description of Exhibit |







Item 4.7.
+10.11 Newell Rubbermaid Medical Plan
for Ereutives, as amended and restated effective January 1 , 2000 (ineorporated by
reference to Erhibit 10.13 to the Company's 2000 Form 10-K).


## + Management eontract or eompensatory plan or arrangement of the

 Company.Newell Rubbermaid Inc. hereby establishes, effective as of
January 1, 2002, the Newell Rubbermaid Ine. 2002 Deferred Compensation
Plan on the terms and conditions hexeinafter set forth. Sueh Plan
provides eextain eligible employees and directors with the opportunity
to defer portions of their base salary, bonus payments and director

- fees in aceordance with the provisions of the Plan.

SECTION I DEFINITIONS

[^6] -requires a different meaning:
1.1 "Aecount" means the bookkeeping aceount maintained by the - Committec on behalf of each Participant pursuant to section 2.4. The Sum of each Participant's Sub Aecounts, in the aggregate, shall eonstitute his Neeount.

\author{
1.2 "Affiliate" means any coxporation, joint venture, partnexship, unineorporated association or other entity that is affiliated, directly or indirectly, with the company and which is - designated by the committee from time to time. <br> 1.3 "Base Salary" means the annual base rate of eash <br> \section*{compensation (which, in the case of a Participant who is a Director,} shall include his annual director's fees or other similar amounte payable in eash) payable by the company and/or by any Affiliate to c Participant. <br> 1.4 "Beneficiary" or "Benefieiaries" means the pexson or persons, ineluding one or more trusts, designated by a participant in - aecordance with the Plan to receive payment of the remaining balance of the Participant's Aceount in the event of the death of the Participant prior to the Participant's reecipt of the entire amount - eredited to his Aceount.
1.5 "Board" means the Board of Directors of the Company.
1.6 "Bonus" means eash ineentive eompensation payable pursuant
to a bonus or other ineentive compensation plan, whether such plan is
now in effect or hexeaftex established by the company, which the

- Committee may designate from time to time.
the entire Board as it exists immediately prior to sueh event,
provided that, in the ease of an event described in (i) or (iii)
below, weh approval ocurs before the time of weh event and, in the
- case of an event described in (ii) below, sueh approval oeeurs priox
}
to the time that any othex party to the event deseribed in (ii) (ox

$$
\text { any affiliate or asseciate thereof) aequires } 20 \% \text { or more of the Voting }
$$

## (i) The acquisition by an entity, person or group fincluding all affiliates ox assoiates of sueh entity, pexson ox

 group) of benefieial ownexship, as that term is defined in Rule 13d-3 undex the Secuxities Exehange Aet of 1934, of eapital stock of the company entitled to exexcise moxe than 50\% of the outstanding voting powe of all eapital stock of the company entitled to vote in elections of directors ("Voting powex");(ii) The effective time of ( $\AA$ ) a mexgex or consolidation of the Company with one or more other corporations as a result of Which the holdexs of the outstanding Voting power of the Company immediately priox to such mexgex or eonsolidation (other than the surviving or resulting eorporation or any affiliate or associate thereof) hold less than 50\% of the Voting power of the surviving or resulting eorporation, or (B) a transfer of a majoxity of the Voting power, or a Substantial Portion of the Property, of the company othex than to an entity of which the company own at least $50 \%$ of the Voting Powex; or

## (iii)

 The election to the Board of the Company, ofdirectors eonstituting a majoxity of the number of directors of the company then in the office.

For this purpose, "Substantial Portion of the Property of the Company" Shall mean $75 \%$ of the aggregate book value of the assets of the
1.9 "Company" means Newell Rubbexmaid Inc. and its sueecssors,
ineluding, without limitation, the surviving eorporation resulting -from any mexger or consolidation of Newell Rubbermaid Inc. with any - other corporation or eoxporations.
1.10 "Director" means a member of the Board.
1.11 "Disability" has the meaning given to sueh texm in the long texm disability plan of the Company or Affiliate, as applicable to any participant, or if no such plan exists, as determined by the - Comittee.
1.12 "rlection Agreement" means a Partieipant's agreement, on a form provided by the Committee, to defer his Base Salary and/or Bonus.
$\qquad$
1.13 "Eligible Employee" means an employee of the Company or an - Affiliate who is, as determined by the Committee, a member of a -"select group of management or highly eompensated employees," within the meaning of sections 201, 301 and 401 of ERISA, and whe is selected by the committec to participate in the Plan. Unless othexwise - determined by the Committee, an Eligible Employee shall continue as wueh until termination of employment.
in section 2.14 .
1.15 "FRISA" means the Employee Retirement Income Seeurity Aet of 1974, as amended.
1.16 "In Service Sub Aecount" means each bookkeeping Sub Aceount maintained by the Committec on behalf of each Participant pursuant to Sections 2.4 and $2.5(i i)$. The Committec shall specify from time to time the maximum number of In Serviee Sub Aeeounts that may be —established for any one Participant.
1.17 "Insolvent" means that the Company or an Affiliate,

- whichever is applicable, has become subjeet to a pending voluntary of nvoluntary proeeding as a debtor under the United States Bankruptey code or has beeme unable to pay its debts as they mature.
1.18 "Participant" means any Eligible Employec or Director whe has at any time elected to defer the reeeipt of a Bonus and/or Base Salary in aecordanee with the Plan and who, in eonjunction with his - Benefieiary, has not received a complete distribution of the amount credited to his Aceount.


### 1.19 "Plan" means this defexred eompensation plan, which shall be

 - know as the Newell Rubbermaid Inc. 2002 Deferxed Compensation Plan.1.20 "Retirement sub-Aceount" means the bookkecping sub-Aceount maintained by the Committee on behalf of each Partieipant pursuant to sections 2.4 and $2.5(i)$.
1.21 "Sub Aceunt" means each bookkeeping Retirement Sub Aceount - and In-Serviee Sub-Aecount maintained by the committec on behalf of

- eaeh Partieipant pursuant to seetion 2.5 .
1.22 "Texmination of Sexviee Date" means the date a Participant - ceases to be an employee of the Company and its Affiliates by death, retirement, Disability or otherwise. The "Termination of Serviee Date" -of any Partieipant who is a Director and who is not an Eligible Employec shall be the date such Participant eeases to be a member of the Board.
1.23 "Year" means a calendar year.
$\qquad$ or Director may elect to defer receipt of all or a specified part of -his Base Salary and/or Bonus for any Year in aceordance with seetion 2.2. An Eligible Employee's, ox Directox's, entitlement to defex - shall eease with reppect to the Year following the Year in which he - ceases to be an Eligible Employe or Director, as applicable.
2.2 EIECTION TO DEFER. Unles otherwise provided by the -Committee, an Eligible Employee or Director who desires to defer all -or part of his Base Salary and/or Bonus pursuant to the Plan must complete and deliver an Slection Agreement to the committee before the - first day of the Year for which such eompensation would otherwise be paid. An Eligible Employee or Director whe timely delivers on -eveuted Ilection Agreement to the committec shall be a paxticipant. -Unles otherwise provided by the Committee, an Election Agreement that - is timely delivered to the committee shall be effeetive for the Year
following the Year in which the Election Agreement is delivered to the
Committee, unless such Election Agreement is revoked or modified with
the consent of the Committec or until terminated automatically upon
either the texmination of the Plan, the Company or any Affiliate which employs the Partieipant becoming Insolvent or the Partieipant's Texmination of sexvice Date. Notwithstanding the above, in the event That an individual first beeomes an Eligible Employee or Director -during the course of a Year, rather than as of the first day of a
Year, the individual's Flection Agreement must be filed no later than — thixty (30) days following the date he first beeomes an Fligible Employec or Director, as applieable, and sueh Election Agreement shall be effective only with regard to Base Salary and Bonuses earned following the filing of the flection Agreement with the Commitee.
2.3 AMOUNT DEPERRED. A Participant shall designate on the Election Agreement the portion of his Base Salary andor Bonus that is - to be deferred in aecordanee with the following rules.
(i) BASE SAIARY. A Participant may defer up to 50\% of the Base Salary that the Participant would otherwise reecive during the Year for serviees performed as an Eligible Employee, provided, however, that the participant shall not be permitted to defer less than $\$ 2,000$ of sueh amount during any one Year, and any sueh attempted deferxal shall not be effective. A Participant may defex up to $100 \%$ of the Base salary that the Partieipant would otherwise reeeive during the Year for sexviees performed as a Director, provided, however, that the portion of wueh Base Salary that is eligible for deferral will be redueed by applicable employment taxes if such reduction is required in order to provide the Company or its Affiliates with a souree of funds, from such Base salary, with which to pay such employment
taxes.

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(ii) BonUs. A Participant may defer up to 100\% of the Bonus that the Partieipant earns during the Year. Notwithstanding the preeding sentenee, the portion of a Participant's Bonus that is eligible for defexral will be redued by applieable employment taves if such reduction is required in order to provide the Company or its Affiliates with a souree of funds, from the Bonus, with which to pay sueh employment taves. In any event, a Partieipant shall not be permitted to defer less than $\$ 2,000$ of his Bonus during any one Year, and any such attempted deferral shall not be effective. To the extent permitted by the Committee, a Participant may specify in the Flection Agreement that different pereentages or dollar amounts shall apply to - Bonuses payable under different bonus or incentive eompensation plans.

- 2.4 Accounts. (i) CREDITING OF DEPERRALS. Base Salary and/or Bonus that aside in one or more sub-Aecounts on the date the Base Salary and/or Bonus wuld otherwise have been paid to the Participant. in aecordanee with proedures established from time to time by the Committec. A Participant may specify, in his Election Agreement, the portion of his deferral that is to be exedited to a Retirement Sub-Aecount and/or to one or more In-serviee Sub Aecounts. To the extent that a Partieipant does not speeify the Sub-Aceount to which defexrals shall be eredited, such deferials shall be eredited to the Participant's Retirement sub-Aeeount.
(ii) CREDITING OF GAINS, IOSSES AND EARNINGS TO ACCOUNTS-
Fach Participant's Aceount will be exedited with gains, losses and earnings based on investment directions made by the Participant in aceordanee with investment defexral erediting options and proedures established from time to time by the Committec. The committec specifically retains the right in its sole diseretion to ehange the investment deferral exediting options and proedures from time to time. By electing to defex any amount pursuant to the Plan, each Participant shall thereby acknowledge and agree that the Company or any Affiliate is not and shall not be required to make any investment in eonnection with the Plan, nor is it required to follow the partieipant's investment directions in any actual investment it may make ox acquire in connection with the Plan or in determining the amount of any actual or eontingent liability or obligation of the Company or an Affiliate thereunder or relating thereto. Any amounts exedited to a Participant's Aecount with respect to whieh a Partieipant does not provide investment direction shall be eredited with gains, losses and earnings as if sueh amounts were invested in on investment option to be selected by the committee in its sole diseretion.
(A) TERMINATION PRIOR TO AGE 60. If a Participant's

| voluntary termination, or involuntary termination without eause, prior to his attainment of age 60, his Retirement Sub Aceount will be distributed as soon as practicable aftex his Termination of Serviee Date. If a Participant's Termination of Service Date oceurs as a result of his involuntary termination without cause (as detexmined by the Committee in its sole diseretion) prior to his attainment of age 60, his Retirement Sub-Aceount will be distributed in January of the Year elected by the Participant. <br> (B) TERMINATION AFTER AGE 60 AND PRIOR TO AGE 65. If a Participant's Termination of Service Date oceurs aftex he attains age 60 and prior to his attainment of age 65, his Retirement Sub Aecount will be distributed or will eommenee to be distributed in January of the Year elected by the Participant. <br> (C) TERMINATION AFTER AGE 65. If a Participant's Termination of Serviee Date ocurs after he attains age 65, his Retirement Sub-Aecunt will be distributed or will eommence to be distributed in January of the Year eommeneing immediately after his Termination of serviee Date. <br> (ii) IN SERVICE SUB ACCOUNT. Subject to the following provisions, a Partieipant may elect, on the first flection Agreement that he delivers to the committee pursuant to which amounts are eredited to an In-service sub-Aceount, to defer the distribution or eommeneement of the distribution of sueh In-Sexviee Sub-Aecount to January of any Year that eommenees prior to the Participant's Texmination of Sexviee Date as long as that Year eommences not less than two Years after the date of the initial election pursuant to which amounts are exedited to sueh In Serviee Sub Aecount. If a Partieipant's Termination of Serviee Date oeurs as a result of his voluntary termination, or involuntary temination without cause, priox to the eomplete distribution of his In-Serviee Sub-Aecount, amounts eredited to that In-Sexviec Sub-Aceount will be distributed as soon as |  |  |
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|  | aticipant's Termination of Serviee Date oceurs as a result of s involuntary texmination without caus (as detexmined by the mmitee in its sole discretion prior to the emplete stribution of his In-Serviee Sub-Aceount, amounts exedited to |
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|  |  | 2.6 FORM OF DISTRIBUTION. (i) RETIREMENT SUB ACCOUNT. Subject to the following provisions, a Paxticipant may elect, on the first Election Agreement that he delivers to the committee pursuant to which ampunts are eredited to his Retirement Sub-Aecount, to reecive his Retirement Sub Aecount in eash in a single lump sum or in annual installments over a period not in exeess of ten years.

(A) TERMINATION PRIOR TO AGE 60. If a Partieipant's Termination of Serviee Date oceurs as a result of his voluntary texmination, ox involuntary termination without cause, prior to his attainment of age 60, his Retirement sub-Aceunt will be distributed in a single lump sum. If a Darticipant's Termination of Serviee Date oeurs as a result of his involuntary texmination without cause las determined by the committee in its sole discretion prior to his attainment of age 60, his Retirement Sub-Aceunt will be distributed in the distribution form elected by the Participant.
(B) TERMINATION AFTER AGF 60. If a Participant's

| $=-60$ |
| :---: |
|  |  | his Retirement Sub Aceount will be distributed in the distribution form elected by the Participant.

(ii) IN-SERVICE SUB-ACCOUNT. Subject to the following provisions, a Participant may elect, on the first flection Agreement that he delivers to the committec pursuant to which amounts are exedited to an In-Serviee Sub-Aceount, to receive that In Serviee Sub Aceount in eash in a single lump sum or in onnual installments over a period not in exeess of five years. If a Participant's Texmination of Serviee Date oeeurs as a result of his voluntary texmination, or involuntaxy texmination without cause, prior to the eomplete distribution of his In-serviee Sub-Aecount, amounts exedited to that In-Sexviec Sub-Aceount will be distributed in a single lump sum. If a Participant's Temination of Serviee Date oceurs as a result of his involuntary termination without eause (as determined by the commitee in its sole discretion) prior to the eomplete distribution of his
In-Serviee Sub-Aecount, amounts eredited to that In-Serviee
Sub-Aecount will be distributed in the distribution form elected
(iii) GENFRAI. The lump sum payment or the first installment, as the case may be, shall be made as specified in seetion 2.5. In the event that a sub Aeeount is paid in installments, the amount of such sub-Aceount remaining unpaid shall continue to be exedited with gains, losses and earnings as provided in section 2.4. The payment to a partieipant or his Beneficiary of a single lump sum or the number of installments elected by the participant pursuant to this section shall discharge all obligations of the company and the Affiliates to weh Partieipant or Benefieiary under the Plan with respeet to that sub-Aceount. In the event that a sub-Aceount is paid in installments, the amount of each installment shall be determined in aceordane with proeedures established from time to time by the Committee.
2.7 MODIFICATION OF DATE AND/OR FORM OF DISTRIBUTION.
Notwithstanding the payment texms designated by a Participant on the - first Election Agreement that he delivers to the committee under the
Plan, a Partieipant may elect to ehange the form of payment of a
Sub-Aceount to a form of payment otherwise permitted undex section 2.6
and a Partieipant may eleet to ehange the date of distribution of a -Sub-Aecount to a date otherwise permitted under seetion 2.5 ; provided that wueh election shall be made on a form provided by the committee, and provided further that any election made less than eighteen months - prior to the Participant's Termination of Sexviee Date lox less than eighteen months prior to the seheduled date of the first, or only, payment from the sub-Aceunt) shall not be valid, and in sueh ease, - the distribution of his Sub Aecount shall be made in aecordance with the latest valid election of the Participant.

## - 2.8 DEATH OF A PARTICIPANT.

(i) Genexal. In the event of the death of a Partieipant, the remaining amount of his Aceount shall be paid to his Benefieiary or Benefieiaries as deseribed in Section $2.0(i 1)$. Fach Participant shall designate a Beneficiary or Beneficiaries on a beneficiary designation form provided by the committee. A Participant's Beneficiary designation may be ehanged at any time prior to his death by the exeution and delivery of a new beneficiary designation. The Benefieiary designation on file With the Company that bears the latest date at the time of the Partieipant's death shall govern. In the absence of a Bencficiary designation, the amount of the Participant's Aceount shall be paid to the Participant's estate in a lump sum amount within 90 days after the appointment of an evecutor or administrator or as otherwise detexmined by the committee. balane in his Aceount shall be paid as follows. If the participant dies after payment of his heount has eommeneed, the remaining balance of his Aceount will eontinue to be paid to his

- Benefieiary or Beneficiaries in aceordanee with the payment sehedule that has already eommeneed. Unless otherwise provided by the Committee, if the Partieipant dies before payments from his Aecount have commeneed, his Aecount will be paid to his Benefieiary or Benefieiaries in aceordance with the form of payment elected by the Participant, eommeneing ( $A$ ) in the event that the Participant has not attained age 60 at the time of his death, in Jonuary of the Year commencing after the Year in which vecurs the Participant's death or (B) in the event that the Participant has attained age 60 at the time of his death, in January of the Year elected by the Participant.

| event of an unforeseable emergeney, as defined in section 1.457-2(b) (4) and (5) of the Treasury Regulations, that is eaused by an event beyond the eontrol of the Partieipant and that wuld result in severe financial hardship to the individual if aceleration were not permitted, the committee may in its sole discretion aceelerate the payment to the Participant of the ameunt of his Aeeont, but only up to the amount neessaxy to |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |

(ii) Notwithstanding any other provision of the Plan, each Partieipant shall be pexmitted, at any time, to make an election to reeive, payable as soon as practicable after sueh election is received by the committee, a distribution of part or all of his Aceount in a single lump sum, if (and only if) the amount in the
Participant's Aecount subject to sueh distribution is redueed by
10\%, which 10\% amount shall thereupon irreveably be forfeited.
2.12 TERMINATION OF PARTICIPATION. Notwithstanding any othex provision of the Plan, no Participant whe is an Eligible Employee -Shall be permitted to eontinue to participate in the Plan upon a - determination by the Committee that such Participant is not a membex -of a select group of management or highly eompensated employees of his employer, within the meaning of ERISA. Upon such a determination, the - Committee may direct that the Participant reeeive an immediate lump -sum payment equal to the amount eredited to his Aecount.
2.13 VESTING OF ACCOUNTS. Subject to Seetions 2.11 (ii) and 2.15(iii) and the following sentenee, each Participant shall at all times have a nonforfeitable interest in his Aecount balanee.
Notwithstanding the preeeding sentenee, the portion of each

- Participant's Aceount, if any, attributable to Employer contributions Shall be subject to such vesting sehedule as may be detexmined by the
Company or Affiliate from time to time in aeordance with the
- provisions of section 2.14 .
2.14 IMPLOYER CONTRIBUTIONS. The Company or any Affiliate may,
- in its diseretion, provide eontributions ("Employer contributions") -under this Plan with respect to one or more Participants. The amount and vesting schedule of such Employex Contributions, if any, shall be determined by the company or Affiliate in its sole diseretion.

2. 15 CHANGF IN CONTROI. Notwithstanding any other provisions of the plon, the following provisions shall apply upon the oceurrence of - a Change in Control.

## (i) TRUST. As sen as administratively practieable

following the oceurrence of a Change in control, the company
Shall transfer to a trust, the assets of which shall remain
liable for the elaims of the Company's or its Affiliate's genexal exeditors in the event of the Insolvency of the compuny or any wuch Affiliate, an amount (which amount may include a letter of exedit, as specified in such trust) equal to the aggregate aceount balances, determined as of the date of the change in Control, of all persons then participating in the plan.
(ii) UNREDUCED DISTRIBUTION. A Participant may make an election, on an slection Agreement that he delivers to the Committee at least one year prior to the oeeurrenee of a Change in Control, to reevive his entire Aecount in a single lump sum as soon as administratively practicable following the oeurrence of a Change in control. In the event that a change in control oceurs prior to the distribution of a Participant's entire Aceunt, any sueh election made by a Participant shall override his other elections regarding the form and timing of the distribution of his Aceount.
(iii) RFDUCED DISTRIBUTION. Notwithstanding any othe provision of the Plan, each Participant shall be permitted, during the one year period commencing upon the oceurvence of a Change in control, to make an election to reecive, payable as soon as practicable aftex sueh election is reeeived by the Committec, a distribution of part or all of his Necount in a single lump sum, if (and only if) the amount in the Darticipant's Aecount subject to such distribution is redueed by 5\%, which 5\% amount shall thereupon irrevocably be forfeited.
review, (ii) resolve all other questions axising under the plan,
-ineluding any factual questions and questions of eonstruetion, and
(iii) take such fuxther action as the company shall deem advisable in the administration of the Plan. The actions taken and the decisions made by the committee hereunder shall be final and binding upon all interested parties. In aecordance with the provisions of seetion 503 - Of ERISA, the Committee shall provide a procedure for handing claims of Participants or their Beneficiaries under the Plan. Sueh proeedure shall be in aceordance with regulations isued by the seeretary of - Labor and shall provide adequate witten notiee within a reasonable period of time with respect to the denial of any sueh elaim as well as a reasonable opportunity for a full and fair review by the committee

- of any such denial. Unless the eontent elearly requires otherwise,
- the maseuline pronoun wherever used herein shall be eonstrued to
include the feminine pronoun.

SECTION IV
AMENDMENT AND TERMINATION

[^7]11

5.1 NON-AIIENATION OF DENERRED-COMPFNSATION. Eneept as permitted by the Plan, no right or interest under the plan of any Participant or Benefieiary shall, without the witten eonsent of the - Company, be (i) assignable or transfexable in any mannex, (ii) subject to alienation, anticipation, sale, pledge, eneumbranee, attachment, g garnishment or other legal proees or (iii) in any mannex liable fox - or suloject to the debts or liabilities of the Partieipant or - Beneficiary.
5.2 PARTICIPATION BY EMPLOYEES OF AFPILIATES. An Eligible

Employe whe is employed by an Affiliate and who elects to participate in the Plan shall participate on the same basis as an Eligible
Employec of the Company.

- 5.3 INTEREST OF PARTICIPANTT.
(i) The obligation of the Company and the Affiliates undex the Plan to make payment of amounts reflected in an Aecount merely constitutes the unsecured promise of the company and the Affiliates to make payments from their genexal assets and no Partieipant or Benefieiary shall have any interest in, or a lien or priox claim upon, any propexty of the company or any
Affiliate. Nothing in the Plan shall be eonstrued as guarantecing future employment to Eligible Employees. It is the intention of the Company and the Affiliates that the Plan be unfunded for tar purpeses and for purposes of Title I of ERISA. The Company may ereate a trust to hold funds to be used in payment of its and the Affiliates' obligations under the Plan, and may fund such trust; provided, however, that any funds contained thexein shall remain liable for the elaims of the company's and any Affiliate's genexal exeditors.
(ii) In the event that, in the diseretion of the committee, the Company and/or its Affiliates purchases an insuranee poliey or policies insuring the life of any participant for any other property) to allow the Company and/ox its Affiliates to reeovex the eost of providing the benefits, in whole or in part, hereunder, neither the Participants nor their Benefieiaries or other distributees shall have nox aequire any rights whatsoevex therein or in the proeeds therefrom. The company and/or its Affiliates shall be the sole onex and beneficiary of any sueh poliey or polieies and, as sueh, shall possess and may evereise all incidents of ownership therein. A Participant's
5.4 CIAIMS OF OTHER PERSONS. The provisions of the Plan shall
in no event be eonstrued as giving any other person, firm or
- corporation any legal or equitable right as against the company or any Affiliate or the officers, employees or directors of the company or any Affiliate, exeept any such rights as are specifically provided fox In the Plan or are hereafter created in aceordance with the terms and - provisions of the Plan.
5.5 SEUERABIIITY. The invalidity and unenforeeability of any - particular provision of the Plan shall not affect any other provision hereof, and the Plan shall be eonstrued in all respeets as if sueh invalid or unenforecable provision were omited.
-5.6 GOVERNING IAW. Exeept to the extent preempted by federal law, the provisions of the Plan shall be governed and eonstrued in aceordance with the laws of the State of Illinois.
5.7 REIATIONSHIP TO OTHER PLANS. The Plan is intended to serve the purposes of and to be eonsistent with any bonus or ineentive - compensation plan approved by the Committee for purposes of the Plan.
5.8 SUCCESSORS. The Company shall require any suessox
(whether direet or indirect, by purehase, merger, eonselidation, - reorganization or otherwise) to all or substantially all of the - business and/or assets of the Company expressly to assume this Plan. This Plan shall be binding upon and inuxe to the benefit of the Company and any suessor of or to the company, ineluding without - limitation any persons aequiring directly or indirectly all or -substantially all of the business and/or assets of the company whethex by sale, merger, consolidation, reorganization or otherwise fand sueh -sucessor shall thereafter be deemed the "company" for the purposes of - this Plan), and the heirs, beneficiaries, evecutors and administrators of each participant. In the event that any suceessox to the company - shall fail to assume this Plan, the Plan shall immediately texminate - and each Participant shall immediately reeeive distribution of his Aneount in a single lump sum.
5.9 Withholding of Takes. The Company and its Affiliates may withhold or cause to be withheld from any amounts deferred or payable undex the Plan all fedexal, state, loeal and other taxes as shall be - legally required.
5.10 FIFCTRONIC OR OTHER MFDIA. Notwithstanding any othex
provision of the Plan to the eontrary, including any provision that -requires the use of a written instrument, the Commitee may establish - proeedures for the use of electronic or other media in eommunications 13
and transactions between the Plan or the Commitee and Partieipants ban Beneficiaries. Electronic or othex media may include, but are not limited to, e mail, the Internet, intranet systems and automated telephonic response systems.

EYSCUTED at Freeport, Illinois on this 28th day of Deeember,


## - SUMMARY OF NIEHEI RUBBERMAID INC. CASH BONUS DIAN

The Company has a eorporate bonus plan, effective January 1, 2002,
that provides for the payment of annual cash bonuses to group
presidents and other eorporate executives. Payments to group presidents are based on the operating ineome (75\% of the bonus payout) Cand eash flow ( $25 \%$ of the bonus payout) for the fiseal year of the - group for whieh the group president is responsible. Payments to other -participating eorporate exeeutives are based on the Company's total earnings per share (75\% of the bonus payout) and eash flow (25\% of the bonus payout, for the fiscal year. If the group's operating ineome - and cash flow, or the Company's earnings per share and cash flow, as - applieable, equal target levels, the designated employees reeeive - ppeified pereentages of their annual salaries in the form of eash bonuses. Company or group performance below the target levels will -result in lower or no bonus payments, and company or group performanee -above the target levels will result in higher bonus payments.

## EMPLOYMENT SECURITY AGREEMFNT

This Employment Seeurity Agreement ("Agreement") is entered inte
$\qquad$
Ine., a Delaware eorporation ("Employex") and $\qquad$

- ("Freeutive").


## WITNFSSETH:

WHFREAS, Executive is eurxently employed by Employex and by
Newell operating Company, a subsidiaxy of Employex, as the of each of Employex and Newll Opexating Company;

Whertas, Employer desires to provide cextain security to

- Ereeutive in eonnection with Executive's employment with Employex; and
nHEREAS, Executive and Employer desire to enter into this
Employment seuxity Agreement ("Agreement") pextaining to the texms of
- the seeurity Employer is providing to Exeeutive with respect to his
-employment;

NOW, THFRFFORE, in considexation of the mutual eovenants and
promises eontained herein, and other good and valuable eonsideration,

- the receipt of whieh is hereby acknowledged, the parties agree as


## follow

1. TRRM. The texm of this Agreement shall be the pexiod
-beginning on the date hereof and terminating on the first to oceur of
(a) the date 24 months after the date of Executive's termination of
-employment undex eireumstanees described in paragraph 2 and (b) the

- date Evecutive attains or wuld have attained age 65 (the "Term").

2. BENEFITS UPON TERMINATION OF EMPLOYMENT. If, at any time

- during the twelve month period following a Change in control and priox
to Ereutive's attainment of age 65 , (1) the employment of Ereeutive

With Employex is terminated by Employex for any reason other than Good
Cause, or (2) Ereutive texminates his employment with Employer fox
-Good Reason, the following provisions will apply:
(a) Employer shall, as hereinafter deseribed in this

- subsection (a), pay Executive:
(1) Ereutive's Base Salary during the severance period;
$\square$
(2) Ereeutive's Bonus for cach year during the severanee
period. Sueh Base Salary will be paid during the Severanee

Period in monthly or other installments of the same frequeney as
the payments of his salary being reeeived by Ereeutive at the
date of the Change in Control, and will commence as soon as
practicable, but in no event latex than the date 30 days aftex
texmination of employment. Sueh Bonus for any ealendar year will
be paid on Maxeh 1 of the next following ealendar year.
(b) Ereeutive shall reeeive any and all benefits acexued
under any other Incentive Plans and Retirement Plans to the date
of termination of employment, the amount, form and time of
payment of such bencfits to be determined by the texms of sueh

Incentive Plans and Retirement Plans, and Eveeutive's employment shall be deemed to have texminated by reason of retirement undex eireumstanees that have the most favorable result for Ereeutive thereunder for all purposes of such Plans. Payment shall be made

- at the earliest date permitted undex any sueh Plan that is not funded with a trust agreement. z
(c) For purpeses of all Incentive Plans and Retirement

Plans Erecutive shall be given sexvice eredit for all purposes
for, and shall be deemed to be an employee of Employex during,

- the Severance pexiod, notwithstanding the fact that he is not ant employe of Employer ox any Affiliate or Associate thereof during
- the Severance Period; provided that, if the terms of any of sueh Ineentive Plans or Retirement Plans do not pexmit such exedit ox deemed employee treatment, Employer will make payments and
- distributions to Ereeutive outside of the Plans in amounts - substantially equivalent to the payments and distributions - Ereeutive would have received pursuant to the texms of the plans and attributable to such exedit or deemed employee treatment, had - sueh eredit or deemed employec treatment been permitted pursuant to the texms of the Plans. Executive shall not reecive any amount under an Ineentive Plan pursuant to this subsection (e) to the
extent that sueh amount is included within the Eveeutive's Bonus payable pursuant to elause (a) ( 2 ) above.
(d) If upon the date of texmination of Ereeutive's
employment, Exeeutive holds any options with respect to stock of
Employer, all such options will immediately beeome exexeisable
upon sueh date and will be exereisable for 90 days thereaftex. To the extent sueh aecelexation of exexcise of sueh options is not
permissible under the texms of any plan pursuant to which the
options wexe granted, Employex will pay to Evecutive, in a lump
sum, within 90 days aftex texmination of employment, an amount
equal to the exeess, if any, of the aggregate fair market value

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of all stock of Employer subject to sueh options, determined on

- the date of texmination of employment, over the aggregate option
price of sueh stock, and freeutive will surrender all sueh
options unexereised.
(e) During the Severance Pexiod, Ereeutive and his spouse
will eontinue to be eovered by all Welfare Plans, maintained by
— Employex in which he or his spouse were participating immediately priox to the date of his texmination, as if he continued to be an -employe of Employex; provided that, if participation in any one
or more of sueh Welfare Plans is not possible under the terms
thereof, Employex will provide substantially identical benefits.
Such eoverage will eease if and when Exeeutive obtains employment

With another employex during the severanee period, and beeomes

- eligible for eoverage under any substantially similar plans - provided by his new employex.
(f) During the Severance Deriod Employer shall reimburse
—— Ereeutive for the expenses of an automobile in aceordance with
- the arxangement, if any, in effect at the time of termination of
- Executive's employment. Such reimbursement will cease if and when

Executive obtains employment with another employex during the

- Severance period and reecives sueh reimbursement from his new
employer.
(g) Eivecutive shall not be entitled to reeeive any payments
or other compensation during the Severance Period attributable to
vacation periods he would have earned had his employment
continued during the Severanee period or to unused vacation


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— periods aecrued as of the date of termination of employment, and Executive waives any right to reeeive such eompensation. (h) During the Severanee Pexiod Erecutive shall not be

- entitled to reimbursement for fringe benefits sueh as dues and
expenses related to elub memberships, autombile telephones,
- expenses for professional sexviees and other similar perquisites.

3. SPTOFP. No payments or benefits payable to or with respect

- to Eweeutive pursuant to this Agreement shall be redueed by any amount

Executive or his spouse may carn or receive from employment with

- another employer or from any other souree, exeept as expressly
provided in subsections $2(e)$ and $2(f)$.

4. DEATH. If Exeeutive dies during the severance Period all

- amounts payable hereunder to Executive shall, during the remaindex of

The severanee period, be paid to his surviving spouse, and his spouse
Shall continue to be eovered under all applieable Nelfare plans during
the remainder of the severance period. On the death of the survivor of
Ereeutive and his spouse, no fuxthex benefits will be paid, and no
further Welfare Plan eoverage will be provided, under the Agreement;
eveept for benefits acerued undex any Incentive Plans and Retirement

Plans to the date of termination of employment, to the extent sueh
benefits continue following Executive's death pursuant to the texm of
-weh Plans.
5. DEFINITIONS. FOX purpeses of this Agreement:
(a) "Affiliate" or "Associate" shall have the meaning set
forth in Rule 12 b 2 under the Securities Exehange Aet of 1934.
(e) "Bonus" shall mean an amount detexmined by multiplying Ereeutive's Base Salary by a percentage that is the average
pereentage of base salary that was paid (or payable) to Ereeutive
as a bonus under the Revised ROI Cash Bonus Plan or the ROA Cash

- Bonus Plan of Employex, or any suceessox plan or axangement, fox Whe three full fiscal years of Employer preeeding the date of a Change in Control.
(d) "Change in control" shall be deemed to ocur on the securence of any of the following events without the priox witten approval of a majority of the entire Board of Directors of Employer as it exists immediately prior to sueh event;
provided that, in the ease of an event deseribed in (1) or (3) below, sueh approval oceuxs before the time of sueh event and, in - the ease of an event deseribed in (2) below, sueh approval oecurs prior to the time that any other party to the event described in (2) (ox any Affiliate or Asociate thereof) acquires 20: or more - of the Voting Power:
(1) The aequisition by an entity, pexson or group
- (including all Affiliates or Associates of sueh entity, person ox - group) of beneficial ownexip, as that term is defined in

Rule13d-3 undex the securities Exehange Act of 1931, of eapital
stock of Employer entitled to evercise more than 50\% of the
outstanding voting power of all capital stock of Employex
entitled to vote in elections of directors ("Voting power"); $\sigma$
(2) The effective time of (I) a mexgex or eonsolidation of

Employex with one or more other eorporations as a result of which
— the holdexs of the outstanding Voting Powex of Employex

- immediately prior to such mexger or eonsolidation lother than the surviving or resulting eorporation or any Affiliate or Associate thereof, hold less than 50: of the Voting power of the surviving or resulting eorporation, or (II) a transfex of a majoxity of the

Voting Power, or a Substantial Poxtion of the Propexty, of
Employer other than to an entity of which Employer own at least - 50\% of the Voting Power; ox
(3) The election to the Board of Directors of Imployer, of
directors eonstituting a majority of the number of directors of

Employex then in office.
(e) "Good Cause" shall be deemed to exist if, and only if:
(1) Executive engages in acts or omissions constituting
dishonesty, intentional breach of fiduciary obligation ox
intentional wrongdoing or malfeasance; ox
(2) Ereeutive is eonvieted of a eximinal violation
involving fraud or dishonesty. Notwithstanding anything herein to
the contrary, in the event Employer shall texminate the
employment of Ereeutive for Good Cause hexeunder, Enployex shall
give Ereeutive at least thirty (30) days prior writen notice

## (f) "Good Reason" shall exist if:

(1) there is a significant change in the nature or the
seope of Evecutive's authority;
(2) there is a reduction in Exeeutive's rate of base

- salayy;
(3) Employex ehanges by 100 miles or moxe the prineipal
location in which Ereeutive is required to pexform sexviees; ox
(4) Employex texminates or amends any Ineentive Plan or
- Retirement Plan so that, when considered in the aggregate with
any substitute Plan or Plans, the Incentive Plans and Retirement
- Plans in which he is participating fail to provide him with a

Level of benefits provided in the aggregate by sueh Incentive
Plans or Retirement Plans prior to sueh texmination ox amendment.
(g) "Incentive Plans" shall mean any incentive, bonus, deferved
compensation or similar plan or arrangement eurrently or hereaftex
—made available by Employex in which Executive is eligible to
participate.
(h) "Retirement Plans" shall mean any qualified ox supplemental

- defined benefit retirement plan or defined eontribution retifement
plan, eurently or hereinafter made available by Employer in whieh
- Ereeutive is eligible to partieipate.
(i) "Severanee Period" shall mean the period beginning on
. the date the Exeeutive's employment with Employer texminates
undex eireumstanees described in section 2 and ending on the
first to our of the date 24 months thereafter and the date

Ereeutive attains or would have attained age 65.

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(j) "Substantial Portion of the Property of Employex" shall mean

75: of the aggregate book value of the assets of Employex and its
Affiliates and Asseciates as set forth on the most reeent balanee
Lhect of Employex, prepared on a consolidated basis, by its regularly

- employed, independent, eextified public aecountants.
(k) "Welfaxe Plan" shall mean any health and dental plan,
- disability plan, survivor ineome plan and life insuranee plan ox
- areangement euriently or hereafter made available by Employer in whieh

Ereeutive is eligible to partieipate.
6. RESTRICTIVE COVENANTS. Evecutive shall not, during the

Texm of this Agreement be asseciated, directly or indireetly, as
-employee, proprictor, stockholder, partnex, agent, representative,
competitive with any business of Employer or any of its Affiliates,

- exeept that Ereeutive's ownexship (or that of his wife and ehildren)
- of publiely traded securities of any sueh business having a eost of
- not moxe than $\$ 50,000$, shall not be considered a violation of this

Section. For purposes of the preeeding sentence, Ereeutive shall be

- considered as the "stockholder" of any equity seeurities owned by his
-spouse and all relatives and children residing in Ereeutive's
prineipal residenee.
- 7. NO SOLICITATION OF REPRESENTATIVES AND EMPLOYRFS. Executive -agrees that he shall not, during the Texm of this Agreement, directly - or indirectly, in his individual eqpacity or otherwise, induee, eause, persuade, or attempt to do any of the foregoing in order to cause, any -representative, agent or employee of Employer or any of its Affiliates


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- to terminate such person's employment relationship with Employex ox
- any of its Affiliates, or to violate the texms of any agreement
between said representative, agent or employec and Employex or any of


## - its Affiliates.

- CONFIDFNIIAIITY. Exeeutive acknowledges that preservation of a continuing business relationship between Employer or its Affiliates
and their respective eustomers, representatives, and employees is of
exitical importanee to the eontinued business suecess of Employer and
- that it is the active policy of Employer and its Affiliates to guard
as eonfidential the identity of its eustomers, trade secrets, pricing
-policies, business affairs, representatives and employees. In view of
The foregoing, Executive agrees that he shall not during the Term of
- this Agreement and thereafter, without the prior witem eonsent of

Employer (which eonsent shall not be withheld unreasonably), diselose

- to any person or entity any information eoneerning the businessof, ox
- any eustomex, representative, agent or employee of, Employex or its

Affiliates which was obtained by Executive in the eourse of his

- employment by Employex. This section shall not be applicable if and to
the extent Executive is required to testify in a legislative, judicial
-or regulatory proeeding pursuant to an order of congress, any state
- or local legislature, a judge, or an administrative law judge.

9. EXECUTIVE ASSIGNMENT. No interest of Executive or his spouse - or any othex bencficiary undex this Agreement, or any right to receive any payment or distribution hexeundex, shall be subject in any mannex - to sale, transfer, assignment, pledge, attachment, garnishment, ox - other alienation or eneumbranee of any kind, nox may sueh interest ox 10
10. BENEFITS UNFUNDED. All Xights of Evecutive and his spouse of

- other benefieiary under this Agreement shall at all times be entirely
-unfunded and no provision shall at any time be made with respeet to
-segregating any assets of Employer for payment of any amounts due
- hexeunder. Neithex Exeeutive nox his spouse or other beneficiary shall
-have any interest in or rights against any specific assets of
Employer, and Executive and his spouse or other beneficiary shall have
-only the rights of a genexal unseured exeditor of Enployex.

11. WAIVER. No waiver by any party at any time of any breach by

- any other paxty of, or compliance with, any eondition or provision of
- this Agreement to be performed by any other party shall be deemed a
waiver of any other provisions or conditions at the same time or at
any priox or subsequent time.
—— 12. IITIGATION EXPFNSES. Employex shall pay 50\% of Emeeutive's
attorney's fees in eonnection with any judicial proceeding to enforee
this Agreement or to eonstrue or determine the validity of this
Agreement or otherwise in eonnection herewith, whether or not
Executive is sucessful in such litigation.

13. APPIICABLE LAN. This Agreement shall be construed and
intexpreted pursuant to the laws of Illinois.

$$
11
$$

14. FNTIRE AGREFMENT. This Agreement contains the entire
-Agreement between Employex and Evecutive and supersedes any and all
previous agreements, witten or oral, between the parties relating to
— the subject matter hereof. No amendment or modification of the texms

- of this Agreement shall be binding upon the parties hereto unless
-reduced to writing and signed by Employex and Executive.

15. NO EMPLOYMPNT CONTRACT. Nothing eontained in this Agreement

Shall be construed to be an employment eontract between freeutive and

Employer. Executive is employed at will and Employer may texminate his
employment at any time, with or without cause.
16. COUNTERPARTS. This Agreement may be executed in
counterparts, each of which shall be deemed an original.
17. SEVERABIIITY. In the event any provision of this Agreement
is held illegal or invalid, the remaining provisions of this Agreement

- shall not be affected thereby.

18. SUCCESSORS. This Agreement shall be binding upon and inure

- to the benefit of the parties hexeto and their respective heirs,
representatives and suecessors.
- 19. EMPLOYMFNT WITH AN AFFIITATE. If Executive is employed by

Imployer and an Affiliate, or solely by an Affiliate, on the date of
Lexmination of employment of Executive under circumstances described

- in Seetion 2, then (i) employment or texmination of employment as used
in this Agreement shall mean employment or texmination of employment
- discretion, shall determine; provided that Employer shall remain
- liable for sueh obligations to the evtent not satisfied by sueh

Affiliate.
20. NOTICE. Notices required under this Agreement shall be in
writing and sent by registexed mail, return reeeipt requested, to the
following addresses or to such other address as the paxty being
notified may have previously furnished to the others by witten
-notice.

- If to Employex: Newell Rubbermaid Ine.

29 Fast Stephenson Stree
Freeport, Illinois 61032
$\qquad$
$\qquad$ $\square$
21. BOARD APPROVAI. The rights and obligations of Employex undex this Agrement are eontingent upon the approval or ratification by its Board of Directors of the ewecution of this Agreement on its behalf.
IN WITNESS WHEREOF, Evecutive has hereunto set his hand, and

Employer has caused these presents to be exeeuted in its name on its

- behalf, all as of the day and year first above witten.

NEWEI RUBBERMAID INC.
$\qquad$
Title: $\qquad$
$\qquad$


# YEAR ENDED DECEMBER 31 



## (IN THOUSANDS, EXCEPT RATIO DATA)

EARNINGS AUAIUABLE TO FIXED CHARGES:

Ineome before ineome taves \$415,865 \$685, 487, \$230,939—\$816,973, \$544,590
Pixed Charges-

-IIXED-CHARGES:
Interest expense \$137,453 \$130,033 \$100,021 \$100, 514 \$114, 357


\$201,111 \$190, 715 \$157,111 \$153, 493, \$139,228
RATIO OF FARNINGS TO FIXED CHARGES


## As independent public aeeuntants, we hexeby eonsent to the

- ineorporation by reference in this Form 10 K of our report dated
-January 25, 2002, into the Company's previously filed Form s-8
Registration Statements File Nos. 33 24447, 33 25196, 33 40641,
-33-67632, 33-62047, and 333-38621, Form S-3 Registration Statement
File Nos. 33-46208, 33-64225, 333-47261, 333-53039, and 333-82829, and
post effective Amendment No . 1 on Fomm s o to Fomm 4 Registration
-Statement File No. 33-44957.
- ARTHUR ANDERSEN ILP

Whe Company has made statements in its Annual Report on Form 10 K for the year ended December 31, 2001, and the doeuments ineorporated
by reference therein that eonstitute forward looking statements, as defined by the Private Seeurities Iitigation Reform Aet of 1995. These -statements are subject to risks and uneertainties. The statements relate to, and other forward-looking statements that may be made by the Company may relate to, information or assumptions about sales, income, earnings per share, return on equity, return on invested - capital, capital expenditures, working capital, dividends, capital -structure, free eash flow, debt to eapitalization ratios, interest rates, internal growth rates, Euro eonvexsion plans and related risks, - impact of changes in aecounting standards, pending legal proeeedings — and elaims (including environmental matters), future eeonomie -performanee, operating ineome improvements, synexgies, management's plans, goals and objectives for future operations and growth. These -statements genexally are acempanied by words sueh as "intend," "antieipate," "believe," "estimate," "project," "target," "expeet," "should" or similar statements. You should undexstand that forwardlooking statements are not guarantees sinee there are inherent - difficulties in predicting future results. Actual results could - differ matexially from those expressed or implied in the forward looking statements. The factors that are disused below, as well as - the matters that are set forth genexally in the 2001 Form $10-K$ and the doeuments ineorporated by reference therein eould cause aetual results to differ. Some of these factors are deseribed as exitexia for -suecess. Our failure to achieve, or limited suecess in achieving, — these objectives eould result in detual results differing materially from those expressed or implied in the forward-looking statements. In -addition, there can be no assurance that we have eorrectly identified - and assessed all of the factors affecting the Company or that the publiely available and other information we reeeive with respeet to these factors is eomplete or correct.

- RETAIL ECONOMY
our busines depends on the strength of the retail eenomies in - various parts of the world, primarily in North America and to a lessex - extent Europe, Central and South Ameriea and Asia.

These retail economies are affected primarily by such factors as consumer demand and the condition of the consumex products retail industry, which, in turn, are affected by genexal economic eonditions -and events sueh as those of September 11, 2001. In reeent years, the -consumer products retail industry in the U.S. and, inereasingly, - elsewhere has been eharacterized by intense eompetition and consolidation among both product suppliers and retailers. Because -such eompetition, particularly in weak retail eeonomies, can eause

[^8] - changes in, the ereditworthiness of its eustomers.

\author{

- NATURE OE THE MARKETPIACE
}

We compete with numexous other manufacturexs and distributors of - eonsumer produets, many of which are large and well established. Oux principal eustomers are large mass mexchandisexs, such as diseount stores, home eenters, warehouse elubs and office superstores. The -rapid growth of these large mass mexehandisers, together with ehanges In oonsumex shopping patterns, have contributed to the formation of dominunt multi-category retailers, many of which have strong
bargaining power with suppliexs. This environment significantly
L limits our ability to recover eost increases through selling priees. - Other trends among retailexs are to foster high levels of eompetition -among suppliers, to demand that manufacturers supply innovative new products and to require suppliers to maintain or reduee product priees and deliver products with shorter lead times. Another trend is fox -retailers to import products directly from foreign sourees.

The eombination of these market influences has ereated an - intensely eompetitive environment in which our principal eustomers - continuously evaluate which product suppliers to use, resulting in pricing pressures and the need for strong end-user bronds, the - continuing introduction of innovative new products and eonstant -improvements in eustomer sexviee.

## - NEW PRODUCT DEVELOPMENT

Our long term sueeess in this eompetitive retail environment - depends on our eonsistent ability to develop innovative new products - that ereate consumex demand for oux products. Although many of our - businesses have had notable sucess in developing new products, we - need to improve our new product development capability. There are
numerous uneextainties inherent in suecessfully developing and - introducing innovative new products on a consistent basis.
our competitive sueces also depends increasingly on our ability
to develop, maintain and strengthen our end usex brands so that our -retailex eustomexs will need our products to meet eonsumex demand. - our sucees also requires increased foeus on serving our largest -eustomexs through key deount management efforts. We will need to - devote more marketing resourees to achieving these objectives.

PRODUCTIVITY AND STREAMIINING
our suecess also depends on our ability to improve productivity and streamline operations to eontrol and reduce eosts. We need to do this while maintaining eonsistently high eustomex sexvice levels and making substantial investments in new product development and in z

## maxketing our end-user brands. Our objective is to beeome oux

retailer eustomers' low eost provider and global supplier of ehoice. - To do this, we will need to continuously improve our manufacturing effieiencies and develop sourees of supply on a world-wide basis.

The Company has within the last year added or promoted more than 60 evecutives. The company's long texm sueces depends on its ability to integrate these management changes.

\author{

- ACQUISITION INTEGRATION
}

The acquisition of eompanies that sell name brand, staple
-consumer product lines to volume purchasers has historically been one of the foundations of our growth strategy. Over time, our ability to continue to make sufficient strategic aequisitions at reasonable
prices and to integrate the acquired businesses suceessfully, obtaining anticipated eost savings and operating income improvements within a reasonable pexiod of time, will be important factors in our - future growth.

FOREIGN OPERATIONS

Foreign operations, which include manufacturing andor soureing in many eountries in Europe, Asia, Central and south Ameriea and Canada, are increasingly important to our business. Foreign

- operations ean be affected by factors sueh as eurrency devaluation, - other eurrency fluctuations and the Euro eurrency eonversion, tariffs, - nationalization, exehange eontrols, interest fates, limitations on foreign investment in loeal business and other politieal, economic and -regulatory risks and diffieulties.


[^0]:    ITEM 8. FINANCIAI STATFMENTS AND SUPPIEMFNTARY DATA

[^1]:    TRADE NAMES AND GOODWILI: In June 2001, the Financial Aecounting -Standards Board ("FASB") issued Statement of Financial Aecounting — Standards ("FAs") No. 141, "Business Combinations" and No. 142, - "Goodwill and Other Intangible Assets" effective for fiscal years bbeginning aftex Deeember 31, 2001. Under the new wules, goodwill and - intangible assets deemed to have indefinite lives will no longex be - amortized, but will be subject to periodic impairment tests in acordanee with the statements. Other intangible assets will eontinue co be amortized over their useful lives. The statement also required business eombinations initiated after June 30, 2001 to be aceunted ffor using the purehase method of aecounting, and broadens the exiteria for recording intangible assets separate from goodwill.

    Effective January 1, 2002, all amextization expense on goodwill and intangible assets with indefinite lives will stop. The company antieipates that the application of the nonamoxtization provisions -will increase annual net ineome by approximately $\$ 41.0 \mathrm{million}$ ox - $\$ 0.15$ pex diluted share. During 2001 and the first quartex 2002, the Company performed the required impairment tests of goodwill and - indefinite lived intangible assets as of January 1, 2002. Subject te final analysis, the company expects to reeord a pre-tax goodwill impairment charge of $\$ 500.0$ million to $\$ 550.0$ million in the first quarter of 2002 .

[^2]:    The Company has a revolving eredit agreement of $\$ 1,300.0$ million that

[^3]:    Cunthia A. Montgomery, age 49, has been a Professor of Business

[^4]:    (1) Represents the differenee between the average of the high and low prices of the eommon stock on the New York Stock Evehange as reported in THF WAIL STRFPT JOURNAI on the date of exereise and

    - the option evereise priee multiplied by the number of shares the option evercise p
    (2) Represents the differenee between $\$ 27.59$ (the average of the high - and low prices of the eommon stock on the New York Stock Enehange as reported in THP WAI STREFT JOURNAI On Deeember 31, 2001) and the option evereise price multiplied by the number of shares of common stock covered by the options held.

[^5]:    The Pension Plan covers full time salaried and elerieal employees - Of the company and its subsidiaries whe have completed one year of
    -service. A partieipant is eligible for nomal retirement benefits -under the pension Plan if his or her employment terminates at or aftex
    -age 65. For serviee years prior to 1982 , benefits aecued on a
    -straight life annuity basis, using a formula that takes into aecount
    The five highest ensecutive years of empensation in the ten years
    before 1982 and years of service, redued by a portion of expected
    -primary social security payments. For sexvice years from and aftex
    1982 and 1989 , benefits aceumlated at the rate of $1.1 \%$ of
    -compensation not in evecs of $\$ 25,000$ for each year plus $2.3 \%$ of

    - compensation in excess of $\$ 25,000$. For service years from and aftex -1989, benefits aecumulate at the rate-of $1.37 \%$ of eompensation not in - of $\$ 25,000$ for ew year plus $1.85 \%$ of onpensution in exees -Of $\$ 25,000$. No more than 30 years of suice is taken into aceunt in -determining benefits. Under the Pension Plan, compensation includes
    -regular or straight time salary or wages (unredueed for ameunts
    deferre pursuant to the Newli $401(k)$ Plan and the Flexible Benefits
    Aceount Plan), the first $\$ 3,000$ in bonuses and 100 of eommissions.
    -If a partieipant has ompleted 15 years of sexviec, upon attainment of
    -age 60, the Pension Plan aloo provides for an eaxly retirement benefit
    - equal to the benefits describe above, reduced by. 5 : for each month
    -the benefits emmer before age 65 .
    In 1982, the Supplemental Retirement Dlan was established, funded
    -by eost reeovery life insurance, whieh eovers 241 eurrent officers and - key evecutives, including the Named Offiects, and 12 formex offieexs -and key ex ives. The Supplemental Retirement Plan adds to -retireme benefits under the Pension Plan so that at age 65, a -overed employe receives a maximum aggegate pension equal to $67 \%-0 f$ hisor her average ompensation for the five eonseutive years in Which it was highest (multiplied by a fraction, the numerator of which is the participant's credited service (not to ereeed 25) and the deneminator of which is 25). The benefit is reduecd by primary social
    -security. Compensation includes salary and bonus (unredueed for -amers deferred pursuant to the Newell $401(\mathrm{k})$ Plan and the flexible - Benefits Aecunts Plan). Both the Pension Plan and the Supplemental - Retirement Plan provide a death benefit for surviving spouses ant dependent children. The Supplemental Retirement Plan also provides
    for an early retirement benefit upon attainment of age 60 equal to the benefits described abve, redued by . $5 \%$ for each menth the benefits
    -commene before age 65.

[^6]:    For the purposes hereof, the following words and phrases shall

[^7]:    4.1 AMENDMFNT. The Company resexves the right to amend the Plan at any time by action of the Board; provided, however, that no sueh action shall adversely affect any Participant or Beneficiary who has ban Aecount, or result in any change in the timing or mannex of payment - of the ameunt of any Aceount leveept as otherwise permitted under the Plan), without the consent of the Paxticipant or Beneficiary.
    4.2 Termination. The Company reserves the right to terminate
    the Plan at any time by action of the Board. In the event that the

    Company terminates the Plan, each Participant shall reeeive a
    distribution of his Acoount, at the diseretion of the Commiteer,

[^8]:    retailers to fail, the Company must eontinuously monitor, and adapt to

