## SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549
FORM $10-\mathrm{K}$
ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

| FOR THE FISCAL YEAR ENDED | COMMISSION FILE NUMBER |
| :--- | :---: |
| DECEMBER 31, 2001 | $1-9608$ |

NEWELL RUBBERMAID INC.
(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

## DELAWARE

(State or other jurisdiction of incorporation or organization)

Newell Center
29 East Stephenson Street Freeport, Illinois 61032-0943 (Address of principal executive offices)

36-3514169
(I.R.S. Employer Identification No.)

Registrant's telephone number, including area code: 815) 235-4171
-----------
Securities registered pursuant to Section $12(b)$ of the Act:

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

## Rights

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(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 $10-\mathrm{K}$. [ ]

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-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.

## DOCUMENTS INCORPORATED BY REFERENCE

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,
capital expenditures, working capital, dividends, capital structure, free cash flow, debt to capitalization ratios, interest rates, internal growth rates, Euro conversion plans and related risks, impact of changes in accounting standards, pending legal proceedings and claims (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

## 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 transport 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
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.

## LEVOLOR/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. 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 Home Fashions, Newell Window Furnishings and Newell Window Fashions Europe primarily sell their products under the trademarks Levolor\{R\}, Newell\{R\}, LouverDrape\{R\}, Del Mar\{R\}, Kirsch\{R\},
Acrimo\{R\}, Swish\{R\}, Gardinia\{R\}, Harrison $\operatorname{Drape\{ R\} ,~Spectrim\{ R\} ,~}$ 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, Newell Window Furnishings, 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.

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

## 7

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\}, Regal\{R\}, Panex\{R\}, Penedo\{TM\}, Rochedo\{TM\}, Clock\{TM\}, AirBake\{R\}, 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\}, Carr\{R\}, Rare Woods\{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 primarily sell their products under the Little Tikes\{R\}, Graco\{R\} and Century\{R\} trademarks.

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.

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.

| (IN MILLIONS, EXCEPT PERCENTAGES) | 2001 | $\% \text { of }$ total | 2000 | $\begin{aligned} & \% \text { of } \\ & \text { total } \end{aligned}$ | 1999 | \% of total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Rubbermaid | \$1,819.3 | 26.4\% | \$1,946. | 28.1 | \$2,004.3 | 29.9\% |
| Parker/Eldon | 1,673.5 | 24.2 | 1,288. | 18.5 | 1,218.0 | 18.1 |
| Levolor/Hardware | 1,382.6 | 20.0 | 1,455. | 21.0 | 1,400.6 | 20.9 |
| Calphalon/WearEver | 1,161.7 | 16.8 | 1,246. | 18.0 | 1,186.0 | 17.7 |
| Little Tikes/Graco | 872.2 | 12.6 | 998. | 14.4 | 902.9 | 13.4 |
| Total Company | 3.300.90 | 100.0\% | \$6,934. | 100.0\% | \$6,711.8 | 100.0\% |

The Company's growth strategy emphasizes internal growth and
acquisitions. The company has grown internally principally by
introducing new products, entering new domestic and international
markets, adding new customers, cross-selling existing product lines to
current customers and supporting its U.S. based customers'
international expansion. The Company has supplemented internal

- growth, both domestically and internationally, by acquiring businesses

With brand name product lines and improving the profitability of such
businesses through an integration process referred to as
"Newellization." Since 1990, the Company has completed more than 20
-major acquisitions (excluding 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 accomplished through introducing new products, entering new domestic and international markets, adding new customers, cross selling existing product lines to current customers and supporting its U.S. based customers' international expansion. Internal growth is defined by the Company as growth from its "core businesses," which include continuing businesses owned more than one year and minor acquisitions. The Company's goal is to achieve aboveaverage internal growth, and is committed to achieving 5\% internal growth by the end of 2004 .

The Company supplements internal growth by acquiring businesses and product lines with a strategic fit with the company's existing
businesses. It also seeks to acquire product lines with a number one or two position in the markets in which they compete, a low technology
level, a long product life cycle 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 customers
and distribution channels, expand shelf space for the Company's
products with existing customers, and improve operational efficiency through shared resources. The Company intends to continue to pursue - acquisition opportunities to complement internal growth.


## -Newellization

# - "Newellization" is the Company's well-established profit improvement 

- and productivity enhancement process that is applied to integrate newly acquired product lines. The Newellization process includes -establishing a more focused business strategy, improving customer service, reducing corporate overhead through centralization of -administrative functions and tightening financial controls. In
integrating acquired businesses, the Company typically centralizes -accounting systems, capital expenditure approval, eash management, - order processing, billing, credit, accounts receivable and data processing operations. To enhance efficiency, Newellization also - focuses on improving manufacturing processes, eliminating - non productive lines, reducing inventories, increasing accounts receivable turnover, extending accounts payable terms and trimming -excess costs. The Newellization proeess usually takes approximately two to three years to complete.

Selective-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 structures in several regions outside the U.S., particularly Europe, Mexico and South America, makes them attractive to the Company by providing selective - opportunities to acquire businesses, develop partnerships with new foreign customers and extend relationships with the Company's domestic customers whose businesses are growing internationally. The company's recent acquisitions, combined with existing sales to foreign -customers, increased its sales outside the U.S. to approximately 27\% of total sales in 2001 from 25\% in 2000 and 23\% in 1999.

## The Company's objective is to reduce the cost of manufacturing a

 product by at least five percent per year on an ongoing basis in order to become the low cost supplier to our customers. To achieve -productivity, the Company will focus on reducing purchasing costs, materials handling costs, manufacturing inefficiencies, and exeess - overhead costs to reduce the overall cost of manufacturing products.[^0]The Company is determined to become the leader in introducing cutting -edge, innovative, and patented new products to the marketplace. The Company seeks to employ the best and brightest new product engineers in order to achieve this goal through the implementation and execution of a world-class product development process. The company's intention is to become a "new product machine" that will enhance the brand image and help secure additional store listings.

Marketing

The Company's objective is to develop long term, mutually beneficial - partnerships with its customers and become their supplier of choice. To achieve this goal, the company has a value-added marketing program that offers a family of leading brand name staple products, tailored
-sales programs, innovative merchandising support, in store services and responsive top management.

Company also assists customers in differentiating their offerings by customizing products and packaging. Through self selling packaging and displays that emphasize good better best value relationships, retail customers are encouraged to trade up to higher value, best quality products.
-The Company is also committed to selective media advertising, including national television advertising, where appropriate in order to increase brand awareness among end users of the product.

Customer service also involves customer contact with top level decision makers at the Company's divisions. As part of its
chief marketing officers of their product lines and communicate
directly with customers. This structure permits early recognition of
—market trends and timely response to customer problems.
—Multi-Product Offering

The Company's increasingly broad product coverage in multiple product lines permits it to more effectively meet the needs of its customers. With families of leading, brand name products and profitable new products, the Company also can help volume purchasers sell a more profitable product mix. As a potential single source for an entire product line, the Company can use program merchandising to improve product presentation, optimize display space for both sales and income cand encourage impulse buying by retail customers.

## - Customer Service

The Company believes that one of the primary ways it distinguishes

- itself from its competitors is through customer service. The Company's
-ability to provide superior eustomer service is a result of its
information technology, marketing and merchandising programs designed
to enhance the sales and profitability of its customers and consistent -on-time delivery of its products


## - Key Accounts

In 2001, the Company introduced the Key Account Program, establishing
-sales organizations specifically to handle Wal*Mart, The Home Depot
and Lowe's. As part of this program, the company established
President level positions to more effectively manage the relationships With these accounts. The program allows the company to present these customers with "one face" to enhance the Company's response time and -understanding of the eustomer's needs, ensuring the best possible relationship.

- Phoenix Program

In 2001, the Company introduced its Phoenix program. This initiative
is an action oriented field sales force consisting of approximately
500 recent university graduates. The team works in the field,
primarily within our Key Account structure performing product
demonstrations, merchandising product, interacting with the end-user, and maintaining an ongoing relationship with store personnel. This
initiative allows the Company to ensure product placement and minimize stock outages. As a result of this program, the company will leverage - their relationship with these Key Accounts to maximize shelf space potential.

## Streamlining

The streamlining initiative represents the Company's commitment and
focus on reducing nonvalue-added activities and excess layers within
the organization. The Company's goal is to use the savings generated
from streamlining to fund marketing and other key initiatives, without increasing total expenses. The Company is vigilant in creating a leaner organization that is more flexible in its response time, both internally and externally.

Collaboration

Collaboration represents the Company's focus to benefit from the sharing of best practices and the reduction of costs achieved through economies of scale. For example, functions, such as purchasing and distribution and transportation, have been centralized to increase
buying power across the Company.
Additionally, certain administrative functions are centralized at the corporate level including cash management, accounting systems, capital expenditure approvals, order processing, billing, eredit, accounts
receivable, data processing operations and legal functions.

- Centralization concentrates technical expertise in one location,


## -Foreign Operations

Information regarding the Company's 2001, 2000 and 1999 foreign -operations is included in Note 14 to the consolidated financial statements and is incorporated by reference herein.

Raw Materials

The company has multiple foreign and domestic sources of supply for substantially all of its material requirements. The raw materials and various purchased components required for its products have generally been available in sufficient quantities.

Backlog

The dollar value of unshipped factory orders is not material.
Seasonal Variations

The Company's product groups are only moderately affected by seasonal trends. The Rubbermaid, Little Tikes/Graco and Galphalon/WearEver business segments typically have higher sales in the second half of

15

## The Company competes with numerous other manufacturers and

-distributors of consumer products, many of which are large and well established. The Company's principal customers are large mass merchandisers, such as discount stores, home centers, warehouse clubs and office superstores. The rapid growth of these large mass merchandisers, together with changes in consumer shopping patterns, have contributed to a significant consolidation of the consumer products retail industry and the formation of dominant multi category retailers, many of which have strong bargaining power with suppliers. This environment significantly limits the Company's ability to recover cost increases through selling prices. Other trends among retailers are to foster high levels of competition among suppliers, to demand that manufacturers supply innovative new products and to require suppliers to maintain or reduce product prices and deliver products with shorter lead times. Another trend, in the absence of a strong - new product development effort or strong end-user brands, is for the retailer to import generic products directly from foreign sources The combination of these market influences has created an intensely competitive environment in which the Company's principal customers continuously evaluate which product suppliers to use, resulting in pricing pressures and the need for strong end-user brands, the ongoing introduction of innovative new products and continuing improvements in -customer service.

For more than 30 years, the Company has positioned itself to respond to the challenges of this retail enviromment by developing strong relationships with large, high volume purchasers. The Company markets its strong multi-product offering through virtually every category of high volume retailer, including discount, drug, grocery and variety - chains, warehouse clubs, department, hardware and specialty stores, home centers, office superstores, contract stationers and military exchanges. The Company's largest customer, Wal Mart (including Sam's -Club), accounted for approximately 16\% of net sales in 2001. Other

# The Company's other principal methods of meeting its competitive 

challenges are high brand name recognition, superior customer service (including industry leading information technology, innovative "goodbetter best" marketing and merchandising programs), consistent on time delivery, decentralized manufacturing and marketing, centralized -administration, and experienced management.

Environment

Information regarding the Company's environmental matters is included in the Management's Discussion and Analysis section of this report and in Note 15-to the consolidated financial statements and is -incorporated by reference herein.

The Company has approximately 49,425 employees worldwide, of whom 9,705 are covered by collective bargaining agreements or, in certain countries, other collective arrangements decreed by statute.

The following table shows the location and general character of the principal operating facilities owned or leased by the company. The - properties are listed within their designated business segment:
-Rubbermaid Group; Calphalon/WearEver Group; Parker/Eldon-Group;
Levolor/Hardware Group; and Little Tikes/Graco-Group. These are the
primary manufacturing locations and in many instances also contain administrative offices and warehouses used for distribution of our products. The company also maintains sales offices throughout the United States and the world. The executive offices are located in - Rockford, IL, which is a leased facility occupying approximately - 0,800 square feet. The corporate offices are located in Illinois

- in owned facilities at Freeport (approximately 01,000 square feet).
- Most of the idle facilities, which are excluded from the following
list, are subleased while being held pending sale or lease expiration.
-The Company's properties are generally in good condition, well
maintained, and are suitable and adequate to carry on the company's
business.


18


The Parker/Eldon Group




Name Age Present Position With The Company
-Joseph Galli, Jr. 43 President and Chief Executive

| Robert S. Parker | 56 | Group-President, Parker/Eldon Group |
| :--- | :---: | :---: |
| James J. Roberts | 43 | Group President, Levolor/Hardware Group |
| J. Patrick Robinson | 43 | Vice President Controller |
| Timethy J. Jahnke | 42 | Vice President Muman Resources |
| Dale L. Matschullat | 56 | Vice President General Counsel |

- Joseph Galli, Jr. has been President and Chief Executive Officer of
the Company since January 8, 2001. Prior thereto, he was President
and Chief Executive Officer of Verticalnet, Inc. (an internet business
to business company) from-May 2000 until January 2001. From June
1999 until May 2000, he was President and Chief operating Officer of
Amazon.com (an internet business-to-consumer company). From 1980 until
June 1999, he held a variety of positions with The Black and Decker
Corporation (a manufacturer and marketer of power tools and accessories), culminating as President of Black and Decker's Worldwide Power Tools and Accessories.
-William T. Alldredge has been President Corporate Development and Chief Financial Officer since January 2001. Prior thereto, he was President International Business Development from December 1999 until January 2001. From August 1983 until December 1999, he was vice President Finance.

Jeffery E. Cooley has been Group President of the Company's
Calphalon/WearEver business segment since November 2000. Prior
thereto, he was President of the Company's Calphalon division from
1990 through 0ctober 2000.
David A. Klatt has been Group President of the Company's Rubbermaid and Little Tikes/Grace business segments since July 2001. From April 2001 to July 2001, he was Division President of Rubbermaid Home

James J. Roberts has been Group President of the Company's
Levolor/Hardware business segment since April 2001. Prior thereto, he served as President Worldwide Hand Tools and Hardware at the Stanley Works (a supplier of tools, door systems and related hardware) from September 2000 until March 2001. From July 1981 until September 2000, he held a variety of positions with The Black and Decker Corporation (a - manufacturer and marketer of power tools and accessories), most recently - as President Worldwide Accessories.
J. Patrick Robinson has been Vice President Controller since May 2001. Prior thereto, he was Chief Financial Officer of Airclic Inc. (a web-based software and services platform company for the mobile information market) from March 2000 until May 2001 . From 1983 until March 2000, he held a variety of financial positions with The Black and Decker Corporation (a manufacturer and marketer of power tools and aceessories), until his appointment as Vice president of Finance, -Worldwide Power Tools.

Timethy J. Jahnke has been Vice President. Human Resources since February 2001. Prior thereto, he was President of the Anchor Hocking Specialty Glass division from June 1999 until February 2001. From 1995 until June 1999, he led the human resources department of the Company's Sanford division's worldwide operations.
-Dale L. Matschullat has been Vice President General Counsel since January 2001. Prior thereto, he was Vice President Finance, Chief Financial Officer and General Counsel from January 2000 until January 2001. From 1989 until January 2000, he was vice President General Gounsel.
ITEM 5. MARKET FOR REGISTRANT'S COMMON EQUITY AND RELATED
STOCKHOLDER MATTERS

The Company's common stock is listed on the New York and Chicago Stock Exchanges (symbol: NWL). As of December 31, 2001, there were 24,868 stockholders of record. The following table sets forth the high and low sales prices of the common stock on the New York Stock Exchange Composite Tape (as published in the Wall Street Journal) for the calendar periods indicated:

|  | 2001 |  | 2000 |  | 1090 |  |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- |
|  | High | Low | High | Low | High | Low |
| Quarters | $\$ 29.21$ | $\$ 23.38$ | $\$ 31.25$ | $\$ 21.50$ | $\$ 50.00$ | $\$ 36.38$ |
| First | 27.34 | 24.00 | 27.56 | 23.81 | 52.00 | 40.13 |
| Second | 25.40 | 21.20 | 28.50 | 21.94 | 47.69 | 27.19 |
| Third | 28.13 | 22.87 | 22.88 | 18.69 | 36.50 | 26.25 |

-The Company has paid regular cash dividends on its common stock since 1947. The quarterly cash 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 8, 1999. Prior to this date, the - quarterly cash dividend paid was $\$ 0.18$ per share since February 10, 1098.

- Information regarding the 5.25\% convertible quarterly income preferred securities 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 Redemable Convertible Preferred Securities of a Subsidiary Trust, is included in Footnote 6 to the consolidated Financial Statements and is incorporated by reference herein.


## - ITEM 6. SELECTED FINANGIAL DATA

## The following is a summary of certain consolidated financial

information relating to the Company at December 31. The summary has
been derived in part from, and should be read in conjunction with, the
Consolidated Financial Statements of the Company included elsewhere in this report and the schedules thereto.




| BALANCE SHEET DATA |  |  |  |
| :---: | :---: | :---: | :---: |
| Inventories, net | \$1,113,797 \$1,262,551 | \$1,034,794 \$1,033,488 | \$902,978 |
| Working capital (5) | 316,800 1,329,541 | 1,108,686 1,278,768 | 1,006,624 |
| Total assets | 7,266,122 7,261,825 | 6,724,088 -6,289,155 | 5,775,248 |
| Short term debt | 826,604 227,206 | 247,433 101,968 | 258,201 |
| Long-term debt, net of current maturities | 1,365,001 2,319,552 | 1,455,779 1,393,865 | 989,694 |
| Stockholders' equity | $2,433,376$ 2,448,641 | $2,697,006$ 2,843,732 | $2,661,417$ |

(1) Supplemental data regarding 2001, 2000 and 1999 is provided in Item 7, Management's Discussion and Analysis of Results of Operations and Financial condition.
(2) The 1998 restructuring costs included $\$ 53.4$ million for costs to
exit business activities at five facilities, $\$ 45.8$ million te
Write down impaired long lived assets to their fair value and
$\$ 16.0$ million relating to employe severance and termination benefits. The 1997 Restructuring costs included $\$ 16.0$ million of charges recorded by Rubbermaid for impaired fixed assets, \$4.1 million for employee terminations costs and $\$ 1.4$ million for plant closures. An additional $\$ 15.7$ million for product line discontinuance costs is recorded in cost of Products sold.
(3) The 1997 goodwill amortization included an $\$ 81.0$ million charge for the write off of impaired assets.
(4) The 1998 other nonoperating income included a $\$ 191.5$ million gain on the sale of Black \& Decker common stock and $\$ 59.8$ million of gains on the sale of the Decora, Newell Plastics and Stuart Hall businesses.
(5) Working capital is defined as Current Assets less Current Liabilities.

On January 21, 1098, the Company acquired Curver Consumer Products. Curver is a manufacturer and marketer of plastic housewares products -in Europe and operates as part of Rubbermaid Europe.
-On March 27, 1998, the Company acquired Swish Track and Pole from
-Newmond plc. Swish is a manufacturer and marketer of decorative and
functional window furnishings in Europe and operates as part of Newell Window Fashions Europe.
-On May 10, 1098, the Company acquired certain assets of Century
-Products. Century is a manufacturer and marketer of infant products
-such as car seats, strollers and infant carriers and operates as part - of the Graco/century division.
-On June 30, 1998, the Company purchased Panex S.A. Industria-e
-Comercio, a manufacturer and marketer of aluminum-cookware products
b-based in Brazil. Panex operates as part of the Mirro division.
-On August 31, 1998, the Company purchased the Gardinia Group, a - manufacturer and supplier of window treatments based in Germany.
-Gardinia operates as part of Newell Window Fashions Europe.
-On September 30, 1998, the Company purchased the Rotring Group, a - manufacturer and supplier of writing instruments, drawing instruments, -art materials and color cosmetic products based in Germany. The -Writing and drawing instruments portion of Rotring operates as part of - Sanford International. The art materials portion of Rotring operates as part of Sanford North America. The color cosmetic products portion -Of Rotring operates as a separate U.S. division, Cosmolab.
-For the acquisitions made in 1998 , the Company paid $\$ 615.7$ million in cash and assumed $\$ 90.5$ million in debt. The finalized purchase price allecations for these acquisitions resulted in trade names and - goodwill of approximately $\$ 387.1$ million.
$\qquad$

- On March 5, 1997, the Company purchased the Rolodex business, a -marketer of office products such as card files, personal organizers


## 28

and paper punches, from Insilco Corporation. Rolodex was integrated into Eldon.
-On May 30, 1997, the Company acquired the Kirsch business, a
-manufacturer and distributor of drapery hardware and custom window
-coverings, from-cooper Industries Incorporated. The Kirsch North - American operations were combined with Newell Window Furnishings and Levolor Home Fashions; the Kirsch European portion operates as part of -Newell Window Fashions Europe.

- For the acquisitions made in 1997 , the Company paid $\$ 514.2$ million in cash and assumed $\$ 4.3$ million in debt. The finalized purchase price allocations for these acquisitions resulted in trade names and goodwill of approximately $\$ 351.3$ million.
-Summarized quarterly data for the last three years is as follows (unaudited):


(1) Quarterly gross income amounts differ from those disclosed in the Form 10-Q for each respective quarter due to the reclassification of restructuring charges related to discontinued product lines to conform with the 2001 presentation. Charges reclassified from Restructuring costs to cost of Goods sold were (in thousands): $\$ 87, \$ 888, \$ 485$ and $\$ 4,091$ for the first, second, third and fourth quarters, respectively; the full year 2000
reclassification totaled $\$ 5,551$.

The following discussion and analysis provides information which
management believes is relevant to an assessment and understanding of
the company's consolidated results of operations and financial
condition. The discussion should be read in conjunction 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 Income as a percentage of net sales:

| Year Ended December 31, | 2001 | 2000 | 1099 |
| :---: | :---: | :---: | :---: |
| Net sales | 100.00 | 100.0 | 100.0\% |
| Cost of products sold | 73.0 | 73.7 | 74.1 |
| Gross Income | 27.0 | 26.3 | 25.9 |
| Selling, general and |  |  |  |
| administrative expenses | 16.9 | 13.0 | 16.5 |
| - Restructuring costs | 1.0 | 0.6 | 3.6 |
| Goodwill amortization | 0.8 | 0.7 | 0.7 |
| Operating Income | 8.3 | 12.0 | 5.1 |
| - Nonoperating expenses: |  |  |  |
| Interest expense | 2.0 | 1.9 | 1.5 |
| Other, net | 0.3 | 0.2 | 0.2 |
| Net Nonoperating Expenses | 2.3 | 2.1 | 1.7 |
| Income before income taxes | 6.0 | 9.9 | 3.4 |
| Income taxes |  |  |  |

Net Income $\quad 3.8 \% \quad 6.1 \% \quad 1.4 \%$

## 2001 VERSUS 2000

-Net sales for 2001 were $\$ 6,909.3$ million, representing a decrease of

- $\$ 25.4$ million, or $0.4 \%$, from $\$ 6,934.7 \mathrm{million}$ in 2000 . The sales
decline was primarily due to shelf space losses at key customers and a
- significant downturn in the US economy partially offset by
- $\$ 498.5 \mathrm{million}$ of sales contributions from-Paper Mate/Parker (acquired

December 2000). Net sales for each of the Company's segments (and the
primary reasons for the year to year changes) were as follows:


- Primary reasons for changes:
(1) Internal sales decline primarily due to shelf space losses at key customers and a significant downturn in the us coconomy.*
(2) $\$ 498.5 \mathrm{million}$ of sales contribution from the Paper Mate/Parker acquisition+ (December 2000) offset by internal sales decline of 8.8\% primarily due to softness in the commercial channel and a significant downturn in the US economy.
* Internal sales growth/decline is defined by the Company as growth/decline from its core businesses, which include continuing businesses owned more than one year and minor acquisitions.
+ Acquisitions and divestitures are described in Footnote 2 to the Consolidated Financial Statements.

Gross income as a percentage of net sales in 2001 was $27.0 \%$ or
\$1,862.7 million, versus 26.3\%, or $\$ 1,826.0$ million, in 2000 .
Excluding restructuring related and other charges relating to
integration costs of recent acquisitions of $\$ 7.4$ million ( $\$ 4.7 \mathrm{million}$
after taxes) and $\$ 7.9$ million ( $\$ 4.9$ million after taxes) 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 $\$ 1,833.9$ 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 cost of manufacturing a product by at least five percent per year on an ongoing basis in order to become the low cost supplier to our customers. To achieve

- productivity improvements, the Company will focus on reducing purchasing costs, materials handling costs, manufacturing
inefficiencies, and excess overhead costs to reduce the overall cost - of manufacturing products. The-Company's productivity in 2001 was - affected primarily by the increased costs asseciated with slowed manufacturing in an effort to reduce inventory levels (net inventories - decreased $\$ 148.8$ million during 2001) offset by improved raw material -costs.

Selling, general and administrative expenses ("SG\&A") in 2001 were 16.9\% of net sales, or $\$ 1,168.2$ million, versus $13.0 \%$ or $\$ 899.4$

In 2001, the Company also introduced its Phoenix Program. This
initiative is an action-oriented field sales force consisting of - approximately 500 recent university graduates. The team works in the
field, primarily within our Key Account structure, performing product
-demonstrations, merchandising product, interacting with the end user,
and maintaining an ongoing relationship with store personnel. This

- initiative allows the Company to enhance product placement and
-minimize stock outages and, together with the Key Account 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 Financial Statements through
the impact of shelf space gains going forward.
During 2001, the Company recorded pre tax restructuring charges
-associated with the Company's strategic restructuring plan. The
restructuring plan is intended to streamline the company's supply
chain to ensure its position as the low cost global provider
throughout the company's product portfolio. The plan consists of
reducing worldwide headcount over 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 costs for approximately 1,700 employees.
Additionally, the Company incurred facility exit costs related - primarily to the closure of 14 facilities (four at Rubbermaid, one at Parker/Eldon, six at Levolor/Hardware and three at
Calphalon/WearEver). 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 continued Rubbermaid integration and plant closures in the Home-Decor segment. The Company incurred employee severance and termination benefit costs related to approximately 700 .employees terminated in 2000. Such costs ineluded severance and 33
government mandated settlements for facility closures at Rubbermaid
Europe, change in control payments made to former Rubbermaid
-executives, employee terminations at the domestic Rubbermaid divisions and severance at the Home Decor segment. The company incurred merger transaction costs 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 incurred
facility and other exit costs related primarily to the closure 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.
.For the year ended December 31, 2001 goodwill amortization and other as a percentage of net sales were $0.8 \%$ or $\$ 57.0$ million, versus 0.7\%, or $\$ 51.9 \mathrm{million}$, for the year ended December 31, 2000. The increase in goodwill amortization is a result of additional goodwill associated With the Paper Mate/Parker acquisition in December 2000.

Operating income in 2001 was $8.3 \%$ of net sales, or $\$ 570.9 \mathrm{million}$,
versus $12.0 \%$ of net sales, or $\$ 831.7 \mathrm{million}$, in 2000. Exeluding
restructuring and other charges of $\$ 86.1$ million ( $\$ 54.8$ million after taxes) in 2001 and $\$ 59.7$ million ( $\$ 36.7$ million after taxes) in 2000, operating income was $\$ 657.0$, or $9.5 \%$, of net sales in 2001 versus

- $\$ 891.4$ million, or $12.9 \%$, of net sales in 2000. The decrease in - operating margins was primarily due to planned investment in marketing initiatives supporting the Company's brand portfolio and key account -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 increased
expenses 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 December 31, 2001 versus $38.5 \%$ in the prior year. See Footnote 12 to the Consolidated Financial Statements for an explanation of the effective 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 $\$ 0.99$ versus $\$ 1.57$ in 2000. Excluding 2001 pre-tax
charges of $\$ 86.1$ million ( $\$ 54.8$ million after taxes) as discussed
- above, net income in 2001 was \$319.4 million. Excluding 2000 pre-tax
charges of $\$ 59.7 \mathrm{million}(\$ 36.7 \mathrm{million}$ after taxes), net income in
2000 was $\$ 458.3 \mathrm{million}$. Diluted earnings per share, calculated on
the same basis, decreased $29.8 \%$ to $\$ 1.20$ versus $\$ 1.71$ in 2000 . The
-decrease 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.
$\$ 222.9$ million, or $3.3 \%$ from $\$ 6,711.8$ million in 1999. Net sales for each of the Company's segments (and the primary reasons for the year to-year changes) were as follows:

| - Year Ended December 31, | 2000 \% 1999 change |
| :---: | :---: |
| - (IN MILLIONS) |  |
| - Rubbermaid | \$1,946.5 \$2,004.3 (2.9)\% |
| Parker/Eldon (1) | 1,288.0 1,218.0 5.7 |
| Levolor/Hardware | 1,455.0 1,400.6 3.9 |
| Galphalon/WearEver (2) | 1,246.9 1,186.0 5.1 |
| Little Tikes/Grace (3) | 998.3 902.9 10.6 |
|  | \$6,934.7 \$6,711.8 3.3\% |

-Primary reasons for changes:
(1) Internal sales growth of $3.8 \%$ enhanced by $\$ 30.6$ million of sales contribution from the acquisitions of Rotring and Reynolds.
(2) Internal sales decline of $1.4 \%$ offset by $\$ 77.1$ million of sales contribution from the acquisitions of Ceanothe, Mersch, Brio and Panex.
(3) Internal sales growth due to shelf space gains at key retailers.
_Gross income as a percent of net sales in 2000 was 26.3\%, or $\$ 1,826.0$ million, versus 25.9\%, or \$1,736.4, million in 1999. Excluding costs associated with the Rubbermaid merger and certain realignment and
other charges of $\$ 7.9$ million and $\$ 111.0$ million in 2000 and 1999,
respectively, gross income as a percent of net sales was $26.4 \%$, or

- $\$ 1,833.9$ million, in 2000 versus $27.5 \%$ or $\$ 1,847.4$ million, in 1990 .

This decrease in gross margins in 2000 was primarily attributable to
lower sales volume and higher material costs.
SG\&A in 2000 was 13.0\% of net sales, or $\$ 890.4$ million versus $16.5 \%$,
or $\$ 1,104.5$ million, in 1999 . Exeluding costs associated with the
Rubbermaid merger and certain realignment and other charges of

- $\$ 8.8$ million and $\$ 178.8$ million in 2000 and 1990 , respectively,

SG\&A as a percent of net sales was $12.8 \%$ or $\$ 890.6$ million, in 2000

- versus $13.8 \%$ or $\$ 925.7$ million, in 1999. The decrease in SG\&A expenses is primarily the result of integration cost savings at Rubbermaid Home Products, Rubbermaid Europe and Little Tikes and tight spending control throughout the rest of the company's core businesses.

During 2000, the Company recorded pre tax restructuring charges
related primarily to the continued Rubbermaid integration and plant
Closures in the Home Decor segment. The Company incurred employee
severance and termination benefit costs related to approximately 700
-employees terminated in 2000. Such costs included severance and
government mandated settlements for facility closures at Rubbermaid
Europe, change in control payments made to former Rubbermaid
-executives, employee terminations at the domestic Rubbermaid divisions and severance at the Home Decor segment. The Company incurred merger
transaction costs 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 incurred
facility and other exit costs related primarily to the closure 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 Rubbermaid business into
Newell. Merger transaction costs related primarily to investment
banking, legal and accounting costs for the Newell/Rubbermaid merger.
-Employee-severance and termination benefits related to approximately
750 employees terminated in 1999 . Such costs included change in
control payments made to former Rubbermaid executives and severance
and termination costs at Rubbermaid's former headquarters, Rubbermaid
Home Products division, Little Tikes division, Rubbermaid Commercial
Products division and Newell divisions. Facility and other exit costs
representing impaired Rubbermaid centralized computer sof ware
(abandoned as a result of converting Rubbermaid onto existing Newell
centralized computer software) and costs related to discontinued
product lines, the elosure of seven Rubbermaid facilities, write off
Of assets associated with abandoned projects and impaired assets and other exit costs. See Footnote 3 to the Consolidated Financial
Statements for a review of the charges.

Goodwill amortization as a percentage of net sales was $0.7 \%$ in 2000
and 1999.

- operating income in 2000 was $12.0 \%$ of net sales, or $\$ 831.7 \mathrm{million}$, versus $5.1 \%$ of net sales, or $\$ 343.6$ million, in 1999 . Excluding restructuring and other charges of $\$ 59.7$ million in 2000 and $\$ 531.4$ million in 1999, operating income was $\$ 891.4$, or $12.9 \%$ of net sales
in 2000 versus $\$ 875.0$ million, or $13.0 \%$ of net sales in 1999.
Net nonoperating expenses in 2000 were $2.1 \%$ of net sales, or $\$ 146.2$ million, versus $1.7 \%$, or $\$ 112.7$ million, in 1999 . The increased -expenses in 2000 are a result of the company's increased level of debt

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

Cash provided by operating activities in 2001 was $\$ 865.4$ million,
compared to $\$ 623.5$ and $\$ 554.0$ million for 2000 and 1999 , respectively. The increase in operating cash flows is primarily due to improved —wrking capital management, principally in the areas of inventory and accounts payable. In 2001, the Company announced an increased focus -on working capital which resulted in reduced inventory of $\$ 148.8$ million and increased accounts payable of $\$ 158.9$ million. As a result, the company generated free cash flow (defined by the company -as cash provided by operating activities less capital expenditures and dividends) of $\$ 391.6$ million compared to $\$ 81.8$ million and $\$ 128.1$ million in 2000 and 1990, respectively.

The Company has a revolving credit agreement of $\$ 1,300.0$ million that
will terminate in August 2002 . The Company intends to extend the
revolving credit agreement beyond 2002. During 2000, the Company - entered into a 364 day revolving credit agreement in the amount of - $\$ 700.0$ million which expired in October 2001. As of December 31, 2001, there were no borrowings under the remaining $\$ 1,300.0$ million revolving credit agreement.

In lieu of borrowings under the Company's revolving credit agreement, the Company may issue up to $\$ 1,300.0$ million of commercial paper. The -Company's revolving credit agreement provides the committed backup liquidity required to issue-commercial paper. Accordingly, commercial paper may only be issued up to the amount available for borrowing - under the Company's revolving credit agreement. At December 31, 2001, - $\$ 707.5$ million (principal amount) of commercial paper was outstanding. Because the backup revolving eredit agreement expires in August 2002, the entire $\$ 707.5$ million is classified as current portion of long term debt. The company plans to extend maturities by replacing a portion of current debt with longer term debt facilities. By -extending maturities, the Company can reduce its reliance on the current commercial paper program.
-The revolving credit agreement permits the Company to borrow funds on a variety of interest rate terms. The agreement requires, ameng other
things, that the Company maintain a certain Total Indebtedness to
Total Capital Ratio and limits Subsidiary Indebtedness, as defined in —he agreement. As of December 31, 2001, the Company was in compliance with this agreement.

The Company had outstanding at December 31, 2001 a total of $\$ 1,012.5$ million (principal amount) of medium-term 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 term notes, $\$ 100.0$ million
is classified as current portion of long term debt and the remainder
of $\$ 912.5 \mathrm{million}$ is classified as long term debt. A $\$ 779.5 \mathrm{million}$
—universal shelf registration statement became effective in July 1999.
-As of December 31, 2001, $\$ 449.5$ million of Company debt and equity
securities may be issued under the shelf.
-On September 18, 2001, the Company entered into an agreement with a
financial institution creating a financing entity which is
consolidated 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
receivables. In the quarter ended September 30, 2001, the financing
-entity issued $\$ 450.0$ million in preferred debt securities to a
financial institution. Those preferred debt securities must be
retired or redeemed before the Company can have aceess to the
financing entity's receivables. The receivables and the corresponding
- $\$ 450.0$ million preferred debt issued by the subsidiary to the
financial institution are recorded on the consolidated accounts of the
Company. The proceeds of this debt were used to pay down-commercial
paper. Because this debt matures in 2008, the entire amount is
considered to be long term debt. The provisions of the debt agreement
allow the entire outstanding debt to be called upon certain events
including the company's long term senior unsecured debt rating falling
below Bazz (Moody's) or BBB (Standard \& Poor's) and certain levels of -accounts receivable write-offs. As of December 31, 2001, the Company
was in compliance with the agreement.


## Uses

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

In 2001, cash used for 2001 acquisitions and deferred payments on prior acquisitions was $\$ 107.5 \mathrm{million}$. The Company made several minor acquisitions in 2001 for cash purchase prices totaling $\$ 61.2$ million.
In 2000, cash used for 2000 acquisitions and deferred payments on
-prior acquisitions was $\$ 597.8$ million. The Company acquired Mersch,
Brio and Paper Mate/Parker and made other minor acquisitions in 2000
for cash purchase prices totaling $\$ 635.2$ million. In 1999, eash used
for 1999 acquisitions and deferred payments on prior acquisitions was

39
\$345.9 million. The Company acquired Ateliers, Reynolds, McKechnie, Ceanothe and made other minor acquisitions for cash purchase prices
cotaling $\$ 397.3$ million.

The following table summarizes the Company's contractual obligations as of December 31, 2001:



In 2001, the Company made payments on long-term debt, net of proceeds, - of $\$ 354.7$ million, compared to net additional borrowings of $\$ 836.8$ million in 2000 and $\$ 194.7$ million in 1999. The Company's ability to - pay down additional debt was due primarily to increased focus on Working capital management (primarily inventory and accounts payable) - and current year cash carnings.

Cash used for restructuring activities was $\$ 49.7$ million, $\$ 32.9$ million and $\$ 145.5$ million for the years ended December 31, 2001, 2000 and 1090, respectively. Such payments represent primarily employee
termination benefits and facility closure and other exit costs related
to the company's strategic restructuring plan and recent acquisitions.
-Gapital expenditures were $\$ 249.8$ million, $\$ 316.6$ million and $\$ 200.1$
million in 2001, 2000 and 1999, respectively. Aggregate dividends paid
during 2001, 2000 and 100 were $\$ 224.0$, $\$ 225.1 \mathrm{million}$ and $\$ 225.8$
million, respectively.
-On February 7, 2000, the Company announced a stock repurchase program
Of up to $\$ 500.0$ million of the Company's outstanding common 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 repurchase program-remained in
effect until December 31, 2000 and was financed through the use of
-Working capital and commercial paper.
-Retained earnings increased in 2001 and 2000 by $\$ 40.4$ million and
$\$ 196.3$ million, respectively. The decrease in the earnings growth rate
between 2001 and 2000 was primarily due to reduced net income from
lower than expected sales volume and planned investment in marketing
initiatives supporting the Company's brand portfolio and key account
strategy.

- Working capital at December 31, 2001 was $\$ 316.8$ million compared to
$\$ 1,329.5$ million at December 31,2000 and $\$ 1,108.7 \mathrm{million}$ at December
31, 1999. The decrease in working capital is primarily due to
reclassifying $\$ 707.5$ million in long-term debt in 2000 as current in 2001 as discussed above, and the Company's increased focus on working capital management.

The current ratio at December 31, 2000 was 1.13:1 compared to 1.86:1 at December 31, 2000 and 1.68:1 at December 31, 1999.

Total debt to total capitalization (total debt is net of cash and cash - equivalents, and total capitalization includes total debt, company-
-obligated mandatorily redeemable convertible preferred securities of a
subsidiary trust and stockholders' equity) was. 43:1 at December 31,
2001, 46:1 at December 31, 2000 and . 33:1 at December 31, 1999.
The Company believes that cash provided from operations and borrowing
facilities will continue to provide adequate support for the cash
needs of existing businesses; however, certain events, such as
significant acquisitions, could require additional external financing.

## - CRITICAL ACCOUNTING POLICIES

The company's accounting policies are more fully described in Footnote
1 of the Footnotes to the Consolidated Financial Statements. As
disclosed in Footnote 1, the preparation of financial statements in
conformity with generally accepted accounting principles requires
management to make estimates and assumptions about future events that
affect the amounts reported in the financial statements and

- accompanying footnotes. Future events and their effects cannot be
determined with absolute certainty. Therefore, the determination of
estimates requires the exercise of judgment. Actual results
inevitably will differ from those estimates, and such differences may
be material to the Consolidated Financial Statements.
- The most significant accounting estimates inherent in the preparation
- of the Company's financial statements include estimates as to the
recovery of accounts receivable, inventory, goodwill and other long-
lived assets as well as those used in the determination of liabilities
—related to litigation, product liability, customer discounts,
taxation, restructuring, post retirement and pension benefits and
- environmental matters. Various assumptions and other factors underlie
- the determination of these significant estimates. The process of
determining significant estimates is fact specific and takes into
-account factors such as historical experience, current and expected
ceonomic conditions, product mix, and in some cases, actuarial
-techniques. The Company re-evaluates these significant factors as
facts and circumstances dictate. Historically, actual results have
not differed significantly from those determined using the estimates
- described above.

Sales of merchandise and freight billed to customers, net of

- provisions for cash discounts, returns, customer discounts (such as

[^1]substantial risks of ownership change.

## - RECENT AGCOUNTING PRONOUNGEMENTS

At the beginning of 2001, the Company adopted statement of Financial
-Accounting Standards ("FAS") No. 133, "Accounting for Derivative
Instruments and Hedging Activities." This statement requires companies to record derivatives on the balance sheet as assets or
liabilities, measured at fair value. Any changes in fair value of
these instruments are recorded in the income statement or other comprehensive income. The impact of adopting FAS No. 133 on January
1, 2001 resulted in a cumulative after tax gain of approximately $\$ 13.0$
million, recorded in accumulated other comprehensive income. The
cumulative effect of adopting FAS No. 133 did not materially impact
the results of operations.
In June 2001, the Financial Accounting Standards Boards ("FASB")
issued FAS No. 141, "Business Combinations", and FAS No. 142,
"Goodwill and other Intangible Assets". FAS No. 141 requires all
business combinations initiated after June 30, 2001 to be aceounted
for using the purchase method of accounting. Historically, all
acquisitions by the Company have been accounted for as purchases, thus
there was no effect on the Company's Consolidated Financial Statements
-upon adoption of this standard, in contrast, all mergers have been

- accounted for as poolings of interest. FAs No. 142 becomes effective
in fiscal years beginning after December 15, 2001, with early adoption
permitted. The company plans to early adopt the provisions of FAS No.
142 beginning in the first quarter of fiscal 2002. In accordance with
_this standard, goodwill will no longer be amortized but will be
subject to annual assessment for impairment by applying a fair value-
based test. All other intangible assets will continue to be amortized
-over their estimated useful lives. Goodwill amortization expense was
- $\$ 57.0$ million for the twelve months ended December 31, 2001. The

Company anticipates that the application 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 $\$ 550.0$ million in the first
quarter of 2002 .
In August 2001, the FASB issued FAS No. 144, "Accounting for
Impairment of Disposal of Long Lived Assets." This statement
-established a single accounting model for long lived assets to be
. disposed of by sale and provides additional implementation guidance
for assets to be held and used and assets to be disposed of other than
by sale. The statement supersedes FAS No. 121, "Accounting for the
Impairment of Long Lived Assets and for Long Lived Assets to Be
Disposed of" and amends the accounting and reporting provisions of
Accounting Principles Board ("APB") Opinion No. 30 related to the
42
disposal of a segment of a business. The statement is effective for
fiscal years beginning after December 15, 2001. The Company adopted
FAS 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 Force ("EITF") issued EITF -No. 01-09 "Accounting for Consideration Given by vendor to a Gustomer - or a Reseller of Vendor's Product" which codified and reconciled the

Task Force's consensuses in EITF 00-14 "Accounting for Certain Sales
Incentives", EITF 00 22 "Accounting for Points and Certain other Time
-Based Sales Incentives or Volume Based Sales Incentive Offers, and
-Offers of Free Products or Services to Be Delivered in the Future",
and EITF 00-25 "Vendor Income Statement Characterization of
Consideration Paid to a Reseller of the Vendor's Products". These
EITF's prescribe guidance regarding the timing of recognition and
income statement classification of costs incurred for certain sales
incentive programs to resellers and end consumers. EITF No. 01 00 did
not impact results of operations because the company recognizes sales
incentives upon recognition of revenue and classifies them as
reductions of gross revenue and recognizes free goods as a cost of
goods sold when shipped, both in accordance with the prescribed rules.
In May 2000, the EITF issued EITF No. 00-10 "Accounting for Shipping
and Handling Fees and Costs." EITF No. 00-10 requires that amounts
billed to customers related to shipping and handling costs be
Classified as revenue and all expenses related to shipping and
handling be classified as a cost of products sold. Historically,
these revenues and costs had been netted together and deducted from gross sales to arrive at net sales. The net sales and cost of
products sold have been restated for this change. The impact of this
Change increased net sales and cost of products sold by $\$ 286.1$ million and $\$ 298.7$ million for the years ended December 31, 2000 and December
31, 1999, respectively. There was no impact on gross income resulting
from this change.

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 recent international acquisitions, primarily in Europe. For
the years ended December 31, 2001, December 31, 2000 and December 31, 1990, the company's non U.S. business accounted for approximately $27 \%$, $25 \%$ 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:

- Year Ended December 31, 2001 200 \% Change

-The-Company's foreign exchange risk management policy emphasizes
-hedging anticipated intercompany and third party commercial
transaction exposures of one year duration or less. The-Company focuses on natural hedging techniques of the following form:
_ * offsetting or netting of like foreign currency cash flows,
* structuring foreign subsidiary balance sheets with appropriate levels of debt to reduce subsidiary net investments and subsidiary cash flows subject to conversion risk,
* converting excess foreign currency deposits into U.S. dollars or the relevant functional currency and
* avoidance of risk by denominating contracts in the appropriate functional currency.
- In addition, the Company utilizes short term forward contracts to
-hedge commercial and intercompany transactions. Gains and losses
related to qualifying hedges of commercial and intercompany
-transactions are deferred and included in the basis of the underlying
transactions. Derivative instruments are recorded on the company's
balance-sheet at fair value, and any changes in fair value of these - instruments are recorded in the income statement or other
-comprehensive income.
- Due to the diversity of its product lines, the company does not have - material sensitivity to any one commodity. The Company manages commodity price exposures primarily through the duration and terms of its vendor contracts.
The amounts shown below represent the estimated potential economic loss that the company could incur from adverse changes in either
$\left.\begin{array}{cccc}\hline & \text { Amount } & \text { Time } & \text { Period }\end{array} \begin{array}{c}\text { Confidence } \\ \text { Level }\end{array}\right]$
participating countries fixed conversion rates between their existing sovereign currencies ("legacy currencies") and the Euro. On January 4, 1999, the Euro began trading on currency exchanges and became available for noncash transactions, if the parties elected to use it. On January 1, 2001, another country (Greece) also adopted the Euro, fixing the conversion rate against their legacy currency. The legacy currencies remained legal tender through December 31, 2001. On January 1, 2002, participating countries introduced Euro-denominated bills and coins, and effective July 1, 2002, legacy currencies will no longer be legal tender.

After the dual currency phase, all businesses in participating
countries must conduct all transactions in the Euro and must convert their financial records and reports to be Euro based. The Company has substantially completed this conversion process and has deemed its information systems to be Euro compliant. As a result of the Euro - conversion, the Company experienced no adverse impact to its business or financial condition on a consolidated basis.

FORWARD LOOKING STATEMENTS

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, capital
expenditures, working capital, dividends, capital structure, free cash flow,
debt to capitalization ratios, interest rates, internal growth rates, Euro conversion plans and related risks, impact of changes in accounting standards, pending legal proceedings and claims (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 information. 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. $-47$

[^2]The information required by this item is incorporated herein by reference to the section entitled "Market Risk" in the Company's
Management's Discussion and Analysis of Results of operations and
Financial Gondition (Part II, Item 7).
-MANAGEMENT'S RESPONSIBILITY FOR FINANGIAL STATEMENTS

The management of Newell Rubbermaid Inc. is responsible for the
-accuracy and internal consistency of all information contained in this
annual report, including the Consolidated Financial Statements.
-Management has followed those generally accepted accounting

- principles, which it believes to be most appropriate to the
circumstances of the Company, and has made what it believes to be
reasonable and prudent judgments and estimates where necessary.
-Newell Rubbermaid Inc. operates under a system of internal accounting controls designed to provide reasonable assurance that its financial
records are accurate, that the assets of the Company are protected and
that the financial statements fairly present the financial position and results of operations of the Company. The internal accounting control system is tested, monitored and revised as necessary.
- Four directors of the Company, not members of management, serve as the Audit Committee of the Board of Directors and are the principal means
through which the Board oversees the performance of the financial 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 discuss plans for future audits. At these meetings, the Audit
Committee also meets privately with the independent auditors to assure - its free access to them.

The Company's independent auditors, Arthur Andersen LLP, 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 Corporate Development Vice President Controller
\& Chief Financial Officer \& Chief Accounting Officer

- REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To the Stockholders of Newell Rubbermaid Inc.:
We have audited the accompanying consolidated balance sheets of Newell
Rubbermaid InC. (a Delaware corporation) and subsidiaries as of
December 31, 2001, 2000 and 1999 and the related consolidated
statements of income, Stockholders' equity and comprehensive income
and cash flows for the years then ended. These consolidated financial
statements and the schedule referred to below are the responsibility
of Newell Rubbermaid Inc.'s management. Our responsibility is to express an opinion on these consolidated financial statements and schedule based on our audits.

We conducted our audits in accordance with auditing standards
generally accepted in the United States. Those standards require that
we plan and perform the audit to obtain reasonable assurance about
Whether the financial statements are free of material misstatement. An
badit includes examining, on a test basis, evidence supporting the
remounts and disclosures in the financial statements. An audit also
includes assessing the accounting principles used and significant
-estimates 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 Newell

Rubbermaid Inc. and subsidiaries as of December 31, 2001, 2000 and
1999 and the results of their operations and their cash flows for the

- years then ended, in conformity with accounting principles generally -accepted in the United States.
- Our audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. The schedule listed in Part IV Item 14(a)(2) of this Form 10 K is presented for the purposes of complying with the securities and Exchange Commission's rules and is not part of the basic financial statements. This schedule has been subjected to the auditing procedures applied in our audits of the basic financial statements and, in our opinion, fairly states in all material respects the financial data required to be set forth therein in relation to the basic financial statements taken as a whole.
$\qquad$
CONSOLIDATED STATEMENTS OF INGOME


See Footnotes to Consolidated Financial Statements.
Year Ended December 31, 2001 2000 2002

- (IN THOUSANDS)
OPERATING-AGTIVITIES
Net income- $\$ 264,635 \quad \$ 421,575-437$


| (Decrease) Increase in Gash and Gash | $(15,723)$ | $(79,639)$ | 102,164 |
| :--- | :--- | :--- | :--- |
| Equivalents | 22,525 | 8,610 |  |
| Cash and Cash Equivalents at Beginning of Year | $\$ 6,554$ |  |  |
| Cash and Cash Equivalents at End of Year | $\$-802$ | $\$ 22,525$ | $\$ 102,164$ |

Supplemental cash flow disclosures

December 31, 2001 200 200 2

| (Dollars in thousands) |  |  |  |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Current Assets: |  |  |  |
| Gash and cash equivalents | \$6,802 | \$22,525 | \$102,164 |
| Accounts receivable, net | 1,298,177 | 1,183,363 | 1,178,423 |
| Inventories, net | 1,113,797 | 1,262,551 | 1,034,794 |
| Deferred income taxes | 238,468 | 231,875 | 250,587 |
| Prepaid expenses and other | 193,408 | 180,053 | 172,601 |
| Total Current Assets 2, 2,850,652, 2, 738,569 |  |  |  |
| Marketable Equity Securities |  | 9,215 | 10,799 |
| Other Long term Investments | 79,492 | 72,763 | 65,905 |
| Other Assets | 329,886 | 352,629 | 335,699 |
| Property, Plant and Equipment, Net | 1,689,152 | 1,756,903 | 1,548,191 |
| Trade Names and Goodwill, Net | $2,316,940$ | 2,189,948 | 2,024,925 |
| Total Assets | \$7,266,122 | \$7,261,825 | \$6,724,088 |

LIABILITIES AND STOCKHOLDERS' EQUITY



Cash dividends:



[^3]$\qquad$

## SIGNIFICANT ACCOUNTING POLICIES

-PRINGIPLES OF CONSOLIDATION: The Consolidated Financial Statements
include the accounts of Newell Rubbermaid Inc. and its majority owned
subsidiaries (the "Company") after elimination of intercompany
-accounts and transactions.
—On March 24, 1999, Newell Co. ("Newell") completed a merger with
Rubbermaid Incorporated ("Rubbermaid") in which Rubbermaid became a
Wholly owned subsidiary of Newell. Simultaneously with the
consummation of the merger, Newell changed its name to Newell
Rubbermaid Ine. The merger was accounted for as a pooling of interests and the financial statements have been restated to combine
retroactively Rubbermaid's financial statements with those of Newell as if the merger had occurred at the beginning of the earliest period presented.

USE OF ESTIMATES: The preparation of these financial statements
required the use of certain estimates by management in determining the Company's assets, liabilities, revenue and expenses and related
disclosures. Actual results could differ from those estimates.
RECLASSIFICATIONS: Gertain 2000 and 1999 amounts have been
-reclassified to conform with the 2001 presentation.
-REVENUE RECOGNITION: Sales Of merchandise and freight billed to customers, net of provisions for cash discounts, returns, customer -discounts (such as volume or trade discounts), co op advertising and other sales related discounts are recognized upon shipment to
customers and when all substantial risks of ownership change. Staff
Accounting Bulletin ("SAB") No. 101, which clarified the existing -accounting rules for revenue recognition, did not impact the company's net sales for any years presented. In conformity with SAB 101, revenue is recognized when all of the following circumstances are satisfied: pervasive evidence of an arrangement exists, the price is fixed or determinable, collection is reasonably assured and delivery has occurred.

In August 2001, the Emerging Issues Task Force ("EITF") issued EITF -No. 01 Og "Accounting for Consideration Given by Vendor to a Customer - or a Reseller of Vendor's Product" which codified and reconciled the Task Force's consensuses in EITF 00-14 "Accounting for Certain Sales Incentives", EITF 00-22 "Accounting for Points and Certain Other Time Based Sales Incentives or Volume Based Sales Incentive Offers, and -Offers of Free-Products or Services to Be Delivered in the Future", and EITF 00-25 "Vendor Income Statement Characterization of Consideration Paid to a Reseller of the Vendor's Products". These -EITF's prescribe guidance regarding the timing of recognition and income statement classification of costs incurred for certain salesand $\$ 298.7$ million for the years ended December 31,2000 and December
DISGLOSURES ABOUT FAIR VALUE OF FINANGIAL INSTRUMENTS: The Company's
financial instruments include cash and cash equivalents, accounts
-receivable, notes payable, short and long term debt and Company--obligated Mandatorily Redeemable Convertible Securities of a Subsidiary Trust. The fair value of these instruments approximates carrying values due to their short term duration, except as follows:



OTHER LONG TERM INVESTMENTS: The Company has a 49\% ownership interest
-in American Tool Companies, Inc., a manufacturer of hand tools and
power tool accessory products marketed primarily under the Vise-
-Grip $\{R\}$ and Irwin\{R\} trademarks. This investment is accounted for on the equity method with a net investment of $\$ 79.5 \mathrm{million}$ at December
31, 2001. The company's share of undistributed earnings of the

- investment included in consolidated retained earnings was $\$ 43.9$
-million at December 31, 2001.
LONG-TERM MARKETABLE EQUITY SECURITIES: Long term marketable equity -securities classified as available for sale are carried at fair value With adjustments to fair value reported separately, net of tax, as a -component of accumulated other comprehensive income (and excluded from -earnings). Gains and losses on the sales of long term marketable
- equity securities are based upon the average cost of securities sold.
-The Company sold all of its marketable equity securities in December 2001, and realized a $\$ 5.0$ million pre tax loss. Long term marketable

| December 31, | 2000 | 1999 |
| :--- | ---: | ---: |
| (IN MILLIONS) |  |  |
| Aggregate market value | $\$ 9.2$ | $\$ 10.8$ |
| Aggregate cost | 11.0 | 10.6 |
| Unrealized pre-tax (loss) gatin | $\$(1.8)$ | $\$ 0.2$ |

-PROPERTY, PLANT AND EQUIPMENT: Replacements and improvements are capitalized. Expenditures for maintenance and repairs are charged to -expense. Depreciation expense is calculated to amortize, principally on the straight line basis, the cost of the depreciable assets over their depreciable lives. Maximum useful lives determined by the Company are: buildings and improvements (20-40 years) and machinery and equipment ( $3-12$ years). Property, plant and equipment consisted -of the following:

| December 31, | 2001 | 2000 | 1999 |
| :---: | :---: | :---: | :---: |
| (IN-MILLIONS) |  |  |  |
| Land | \$59.5 \$60.7 |  | \$63 |
| Buildings and improvements | 732.5 |  | 69 |
| Machinery and equipment | $2,546.2$ 2,421 |  | 2,200 |
|  | 3,338.2 3,218. |  | 2,955 |
| Accumulated depreciation | $(1,649.0) \quad(1,461$. |  | $(1,407$ |
|  | \$1,689. | \$1,756.9 \$1,548.2 |  |

Were amortized over 40 years and other identifiable intangible assets were amortized over 5 to 20 years. Trade names and goodwill consisted of the following:

| December 31, | 2001 | 2000 | 1999 |
| :---: | :---: | :---: | :---: |
| (IN MILLIONS) |  |  |  |
| Cost | \$2,671.6 | \$2,485.8 | \$2,270.5 |
| Accumulated amortization | (354.7) | (295.9) | (245.6) |
|  | \$2,316.9 | \$2,189.9 | \$2,024.9 |


| Other identifiable intangible assets (recorded in other Assets) |  |  |  |
| :--- | :--- | :--- | :--- |
| consisted of the following: |  |  |  |
| December 31, | 2001 | 2000 | 1999 |
| (IN MILLIONS) | $\$ 82.0$ | $\$ 96.1$ | $\$ 93.0$ |
| Cost | $(36.7)$ | $(34.7)$ | $(34.3)$ |
| Accumulated amortization | $\$ 45.3$ | $\$ 61.4$ | $\$ 58.7$ |

LONG-LIVED ASSETS: Subsequent to acquisition, the Company

- periodically evaluates whether later events and circumstances have
occurred 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 recoverable. If factors indicate that
long lived assets should be evaluated for possible impairment, the
Company uses an estimate of the relevant business' undiscounted net cash flow over the remaining life of the long lived assets in measuring whether the carrying value is recoverable. An impairment loss would be measured by reducing the carrying value to fair value, b-based on a discounted cash flow analysis.

In August 2001, the FASB issued FAS No. 144, "Accounting for

- Impairment of Disposal of Long Lived Assets." This statement
-established a single accounting model for long lived assets to be -disposed of by sale and provides additional implementation guidance for assets to be held and used and assets to be disposed of other than by sale. The statement supersedes FAS No. 121, "Accounting for the Impairment of Long Lived Assets and for Long-Lived Assets to Be Disposed Of" and amends the accounting and reporting provisions of Accounting Principles Board ("APB") Opinion No. 30 related to the - disposal of a segment of a business. The statement is effective for fiscal years beginning after December 15, 2001. The adoption of FAS No. 144 on January 1, 2002 will require separate presentation of the discontinued operations for the Company's pending divestiture of -Anchor Hocking Glass ("Anchor"), as disclosed further in Footnote. 2.

OTHER ACCRUED LIABILITIES: Customer accruals are promotional allowances and rebates given to customers in exchange for their -selling efforts. The self insurance accrual is primarily casualty liability such as workers' compensation, general and product liability and auto liability and is estimated based upon historical loss -experience. Accrued liabilities included the following:

| December 31, | 2001 | 2000 | 1999 |
| :--- | :--- | :--- | :--- |
| (IN MILLIONS) |  |  |  |
| Customer aceruals | $\$ 253.3$ | $\$ 240.7$ | $\$ 296.6$ |
| Accrued self insurance | 107.2 | 9.9 | 92.0 |

[^4] are translated into U.S. dollars at the rates of exchange in effect at
fiscal year end. Income and expenses are translated at the average
rates of exchange in effect during the year. The related translation
adjustments are made directly to aceumulated other comprehensive
income. International subsidiaries operating in highly inflationary
-economies translate nommonetary assets at historical rates, while net
menetary assets are translated at current rates, with the resulting
translation adjustment included in net income as other nonoperating
(income) expenses. Foreign currency transaction losses were $\$ 1.9$ million, $\$ 1.9$ million and $\$ 1.1$ million in 2001, 2000 and 1999, respectively.

ADVERTISING COSTS: The Company expenses advertising costs as
incurred, including cooperative advertising programs with customers. Total cooperative advertising expense was $\$ 196.8$ million, $\$ 209.2$ million and $\$ 205.3$ million for 2001,2000 and 1999 , respectively. Cooperative advertising is recorded in the Consolidated Financial Statements as a reduction of sales because it is viewed as part of the negotiated price of products. All other advertising costs 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: Research and development costs relating to both future and present products are charged to selling, general and administrative expenses as incurred. These costs aggregated $\$ 67.2$ million, $\$ 49.4$ million and $\$ 49.9$ million in 2001, 2000 and 1999, respectively.

EARNINGS PER SHARE: The calculation of basic and diluted earnings per share for the years ended December $31,2001,2000$ and 1999, respectively, is shown below (IN MILLIONS, EXCEPT PER SHARE DATA):

(1) The weighted average shares outstanding for 2001, 2000 and 1999 exclude the dilutive effect of approximately 3.9 million, 7.6 million and 4.2 million options, respectively, since such options had an exercise price in excess of the average market value of the Company's common stock during the respective years.
(2) The convertible preferred securities are anti-dilutive in 2001, 2000 and 1090 and, therefore, have been excluded from diluted earnings per share. Had the convertible preferred shares been included in the diluted earnings per share calculation, net income would be increased by $\$ 16.8$ million, $\$ 16.4$ million and $\$ 16.3$ million in 2001, 2000 and 1990, respectively and weighted average shares outstanding would have increased by 9.9 million shares in all years.

-AGQUISITIONS OF BUSINESS
2001:
The Company made only minor acquisitions in 2001 , for $\$ 61.2$ million in
cash and $\$ 0.1$ million of assumed debt.
2000:

- In 2000, the Company acquired the following:


For these and for other minor acquisitions made in 2000, the company
paid $\$ 635.2$ million in cash and assumed

- \$15.0 million of debt.
$1999:$
- In 1999, the Company acquired the following:

| Business Name Business Acquisition Description | Industry |
| :---: | :---: | :---: |
| Date | Segment |

Ateliers 28 Drapery Hardware April 2 Levolor/Hardware


For these and for other minor acquisitions made in 1999, the company
paid $\$ 397.3$ million in cash and assumed

- $\$ 45.1$ million of debt.

The transactions summarized above were accounted for as purchases;
-therefore, results of operations are included in the accompanying
Consolidated Financial Statements since their respective acquisition
dates. The acquisition costs for the 2001 acquisitions were allocated


On March 24, 1999, the Company completed the Rubbermaid merger. The
-merger qualified as a tax free exchange and was accounted for as a
pooling of interests. Newell issued .7883 Newell Rubbermaid shares (those of the company as a combined entity) for each outstanding share -of Rubbermaid common stock. A total of 119.0 million shares (adjusted -for fractional and dissenting shares) of the company's common stock -were issued as a result of the merger, and Rubbermaid's outstanding stock options were converted into options to purchase approximately
2.5 million Newell Rubbermaid common shares.
-No adjustments were made to the net assets of the combining companies
to adopt conforming accounting practices or fiscal years other than
adjustments to eliminate the accounting effects related to Newell's
purchase of Rubbermaid's office products business ("Eldon") in 1997.
Because the Newell Rubbermaid merger was accounted for as a pooling of interests, the accounting effects of Newell's purchase of Eldon 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 accompanying Consolidated Financial Statements:
Year Ended December 31, 1999

| (In millions) |  |
| :---: | :---: |
| Net sales: |  |
| Newell | \$4,146.8 |
| Rubbermaid | 2,565.0 |
|  | \$6,711.8 |
| Net income (loss): |  |
| Newell | \$285.2 |
| Rubbermaid | (189.8) |
|  | \$ 95.4 |

## PENDING DIVESTITURE

On June 18, 2001, the Company announced the sale of Anchor for $\$ 322.0$
million. On January 14, 2002, the Federal Trade Commission ("FTG")
filed a complaint challenging the legality of the sale of Anchor. The
FTG believes the sale of Anchor to the current buyer could create a
monopoly in the market for glassware in the foodservice industry. On
January 21, 2002, the Company signed an amended agreement with the buyer to divest of Anchor, excluding 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 restructuring expenses. Pre tax
restructuring costs consisted of the following:


- Restructuring provisions were determined based on estimates prepared
at the time the restructuring actions were approved by management.
An analysis of the Company's restrueturing plan reserves is as
follows (IN MILLIONS):

* Gash paid for restructuring activities was $\$ 49.7$ million, $\$ 32.9$
million and $\$ 145.5$ million in 2001, 2000 and 1999 , respectively.

During 2000, the Company recorded pre-tax restructuring charges
related primarily to the continued Rubbermaid integration and plant closures in the Home Decor segment. The Company incurred employee severance and termination benefit costs related to approximately 700 -employees terminated in 2000. Such costs included severance and - government mandated settlements for facility closures at Rubbermaid Europe, change in control payments made to former Rubbermaid -executives, employee terminations at the domestic Rubbermaid divisions and severance at the Home Decor segment. The Company incurred merger transaction costs 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 incurred facility and other exit costs related primarily to - the closure of five European Rubbermaid facilities, three window furnishings facilities as well as the exit of various Rubbermaid product lines.
$\qquad$
During 1999, the Company recorded pre-tax restructuring charges -related primarily to the integration of the Rubbermaid business into -Newell. Merger transaction costs related primarily to investment banking, legal and accounting costs for the Newell/Rubbermaid merger. Employee severance and termination benefits related to approximately 750 employees terminated in 1999. Such costs included change in control payments made to former Rubbermaid executives and severance and termination costs at Rubbermaid's former headquarters, Rubbermaid Home Products division, Little Tikes division, Rubbermaid Commercial Products division and Newell divisions. Facility and other exit costs representing impaired Rubbermaid centralized computer software (abandoned as a result of converting Rubbermaid onto existing Newell centralized computer software) and costs related to discontinued product lines, the closure of seven Rubbermaid facilities, write-off of assets associated with abandoned projects and impaired assets and other exit costs.

## - CREDIT ARRANGEMENTS

The Company has short term foreign and domestic uncommitted lines of credit with various banks which are available for short term
financing. Borrowings under the Company's uncommitted lines of credit
are subject to the discretion of the lender. The company's
uncommitted lines of credit do not have a material impact on the
Company's liquidity. The following is a summary of borrowings under foreign and domestic lines of credit:

-The Company can also issue commercial paper (as described in Footnote - 5 to the consolidated Financial statements), as summarized below:
December 31, 2001 200 1999


LONG-TERM DEBT

The following is a summary of long term debt:


[^5] will terminate in August 2002. During 2000, the Company entered into a 364 -day revolving credit agreement in the amount of $\$ 700.0$ million. The 364 day revolving eredit agreement terminated in 0etober 2001. At December 31, 2001, there were no borrowings under the remaining - \$1,300.0 million revolving credit agreement.

In lieu of borrowings under the Company's revolving credit agreement, the company may issue commercial paper. The Company's revolving credit agreement provides the committed backup liquidity required to issue commercial paper. Accordingly, commercial paper may only be issued up to the amount available for borrowing under the company's revolving credit agreement. At December 31, 2001, $\$ 707.5$ million (principal amount) of commercial paper was outstanding. Because the backup revolving credit agreement expires in August 2002 , the entire - 707.5 million is classified as current portion of long term debt.

The revolving credit agreement permits the Company to borrow funds on a variety of interest rate terms. The agreement requires, ameng other things, that the Company maintain a certain Total Indebtedness to Total Gapital Ratio and limits Subsidiary Indebtedness, as defined in the agreement. As of December 31, 2001, the Company was in compliance with this agreement.
-The Company had outstanding at December 31, 2001 a total of $\$ 1,012.5$ million (principal amount) of medium-term 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-term notes, $\$ 100.0$ million is classified as current portion of long term debt and $\$ 912.5$ million is classified as long term debt. A $\$ 779.5$ million universal
shelf registration statement became effective in July 1999. As of
December 31, 2001, $\$ 449.5 \mathrm{million}$ of Company debt and equity
-securities may be issued under the shelf registration statement.
On September 18, 2001, the Company entered into an agreement with a
financial institution creating a financing entity which is consolidated 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 trade receivables to the financing entity. In the quarter ended september 30, 2001, the financing entity issued $\$ 450.0$ million in preferred debt securities to a financial institution. Those preferred debt -securities must be retired or redeemed before the Company can have access to the financing entity's receivables. The receivables and the corresponding $\$ 450.0$ million preferred debt issued by the subsidiary to the financial institution are recorded in the Consolidated Balance Sheets of the Company. The proceeds of this debt were used to pay down commercial paper issued by the company. Because this debt matures in 2008, the entire amount is considered to be long term debt. The provisions of the debt agreement allow the entire outstanding debt to be called upen certain events including the Company's debt rating falling below investment grade (Baazi Moody's debt rating and BBB; Standard \& Poor's debt rating), and certain levels of accounts receivable write-offs. As of December 31, 2001, the Company was in compliance with the agreement.

The aggregate maturities of long term debt outstanding are as follows:

| December 31, | Aggregate <br> Maturities |
| :---: | :---: |
| (IN MILLIONS) |  |
| 2002 | $\$ 1007.5$ |
| 2003 | 415.5 |
| 2004 | 22.0 |
| 2005 | 150.0 |
| 2006 | 777.5 |
| Thereafter | $\$ 2,172.5$ |
|  |  |

## DERIVATIVE FINANCIAL INSTRUMENTS

At the beginning of 2001, the Company adopted FAS No. 133,

- Accounting for Derivative Instruments and Hedging Activities." This
statement requires companies to record derivatives on the balance
sheet as assets or liabilities, measured at fair value. Any changes
in fair value of these instruments are recorded in the income
statement or other comprehensive income. The impact of adopting FAS
No. 133 on January 1, 2001 resulted in a cumulative after tax gain of
approximately $\$ 13.0$ million, recorded in accumulated other
comprehensive income. The cumulative 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 currency risks. These instruments include interest rate
swaps, long term-cross currency interest rate swaps, and short-term
forward exchange contracts.
The Company entered into-several interest rate swap agreements,
- designated as cash flow hedging relationships, as a means to mitigate
the risk of rising interest rates in future periods by converting
certain floating rate debt instruments into fixed rate debt. Gains
and losses on these instruments, to the extent that the hedge
relationship has been effective, are deferred in other comprehensive
income and recognized in interest expence over the period in which
the Company recognizes interest expense on the related debt
instrument. Any ineffectiveness on these instruments is immediately
recognized in interest expense in the period that the ineffectiveness
occurs. 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, deferred in other comprehensive income to be recognized in earnings over the 12 months -ended December 31, 2002. At December 31, 2001, the Company had
interest rate swaps with an outstanding notional principal amount of - $\$ 372.0$ million, with acerued interest payable of $\$ 1.6$ million.

The Company utilizes forward exchange contracts to manage foreign -exchange risk related to both known and anticipated intercompany transactions and third party commercial transaction exposures of one year duration or less. The Company also utilizes long term cross -currency interest rate swaps to hedge long term intercompany -transactions. The maturities on these long term-cross currency interest rate swaps range from three to five years. At December 31, 2001, the company had long-term cross currency interest rate swaps

Gains and losses related to qualifying forward exchange contracts, which hedge intercompany transactions or third-party commercial
transactions, are deferred in other comprehensive income with a
-corresponding asset or liability until the underlying transaction
-ocurs and are considered to have a cash flow hedging relationship.
The gains and losses reported in accumulated other comprehensive
income will be reclassified to earnings upon completion of the underlying transaction being hedged. The net loss recognized in 2001
for matured cash flow forward exchange contracts was $\$ 1.0$ million,
Which was recognized in the income statement. The company estimates
-\$0.6 million of losses, net of tax, deferred in accumulated other
comprehensive income will be recognized in carnings over the 12
months ending December 31, 2002.
Derivative instruments used to hedge intercompany loans are marked to market with the corresponding gains or losses included in accumulated
other comprehensive income and are considered to have a fair value
hedging relationship. The net gain recognized in 2001 for forward
exchange contracts and cross currency interest rate swaps was $\$ 2.2$
million, which was recognized as part of interest income on the
-income statement.

## The following table-summarizes the Company's short term-forward

 -exchange contracts and long term cross currency interest rate swaps in U.S. dollars by major currency and contractual amount. The "buy" - amounts represent the U.S. equivalent of commitments to purchase foreign currencies, and the "sell" amounts represent the U.S. - equivalent of commitments to sell foreign currencies according to the local needs of the subsidiaries. The contractual amounts of -significant short term forward exchange contracts and long term cross -currency interest rate swaps and their fair values as of December 31, 2001 were as follows:December 31, 2001 2000


The company's short term forward exchange contracts and long term -cross currency interest rate swaps do not subject the Company to risk - due to foreign exchange rate movement, since gains and losses on - these instruments generally offset gains and losses on the assets, liabilities, and other transactions being hedged. The company does not obtain collateral or other security to support derivative
-financial instruments subject to credit risk, but monitors the credit standing of the counterparties.

2000 and 1999, respectively. Future minimum rental payments for operating leases with initial or remaining terms in excess of one - year are as follows:

| Year ending December 31, | Minimum-Payments |
| :--- | ---: |
| $(I N$ MILLIONS) |  |
| 2002 | $\$ 56.6$ |
| 2003 | 40.3 |
| 2004 | 28.6 |
| 2005 | 18.5 |
| 2006 | 12.2 |
| Thereafter | 24.1 |
|  | $\$ 180.3$ |
|  | $====$ |

Effective January 1, 2002, the Company adopted a deferred
compensation plan pursuant to which certain management and highly
compensated employees are eligible to defer up to 50\% of their regular compensation and up to $100 \%$ of their bonuses, and nonemployee board members are eligible to defer up to 100\% of their directors compensation. The compensation deferred under this plan along with - earnings is fully vested at all times.

The Company has a Supplemental Executive Retirement Plan ("SERP"), Which is a nonqualified defined benefit plan pursuant to which the Company will pay supplemental pension benefits to certain key -employees upon retirement based upon the employees' years of service and compensation. The SERP is being funded through a trust agreement With the Northern Trust Company, as trustee, that owns life insurance -policies on key employees. At December 31, 2001, 2000 and 1999, the life insurance contracts had a cash surrender value of $\$ 56.0$ million, - $\$ 44.1 \mathrm{million}$ and $\$ 30.0$ million, respectively. These assets are -included in Other Noncurrent Assets in the Consolidated Balance Sheet. The amount of coverage is designed to provide sufficient reserves to cover all costs of the plan. The projected benefit -obligation was $\$ 59.8$ million, $\$ 57.1 \mathrm{million}$ and $\$ 44.8$ million at December 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, Employers' Accounting for Pensions.

- December 31, 2001, 2000 and 1999, respectively.
- In addition, several of the Company's subsidiaries currently provide
retiree health care and life insurance benefits for certain employee
groups.

The following provides a reconciliation of benefit obligations, plan assets and funded status of the Company's noncontributory pension
plans, SERP and postretirement benefit plans within the guidelines of -FAS No. 132:



Amounts recognized in the


| Year Ended December 31, | Pension Benefits | 2001 |
| :--- | :--- | :--- |

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

| December 31, | 2001 | 2000 | 1999 |
| :--- | ---: | ---: | ---: |
| (IN MILLIONS) |  |  |  |
| Projected benefit |  |  |  |
| obligation |  |  |  |

Assumed health care cost trends have been used in the valuation of postretirement benefits. The trend rate is $6 \%$ in 2001 , but will increase to 10\% (for retirees under age 65) and 12\% (for retirees -over age 65) in 2002, declining to 6\% for all retirees in 2009 and thereafter. The Company increased the medical care cost trend due to significant increases in actual medical costs.

The health care cost trend rate significantly affects the reported postretirement benefit costs and obligations. A one percentage point change in the assumed rate would have the following effects:

1\% Increase 1\% Decrease


FOOTNOTE 10

- STOGKHOLDERS' EQUITY

At December 31, 2001, the Company's common stock consists of 800.0
million authorized shares with a par value of $\$ 1.00$ per share.
On February 7, 2000, the Company announced a stock repurchase program
of up to $\$ 500.0$ million of the Company's outstanding common stock.
During 2000, the Company repurchased 15.5 million shares of its
common stock at an average price of $\$ 26.00$ per share, for a total cash price of $\$ 403.0$ million under the program. The repurchase program remained in effect until December 31, 2000 and was financed through the use of working capital and commercial paper.

Each share of common stock includes a stock purchase right (a "Right"). Each Right will entitle the holder, until the earlier of October 31, 2008 or the redemption of the Rights, to buy the number of shares of common stock having a market value of two times the -exercise price of $\$ 200.00$, subject to adjustment under certain circumstances. The Rights will be exercisable only if a person or group acquires $15 \%$ or more of voting power of the company of announces a tender offer after which it would hold $15 \%$ or more of the Company's voting power. The Rights held by the 15\% stockholder would not be exercisable in this situation.
. Furthermore, if, following the acquisition by a person or group of 15\% or more of the Company's voting stock, the Company was acquired in a merger or other business combination or $50 \%$ or more of its -assets were sold, each Right (other than Rights held by the 15\% -stockholder) would become exercisable for that number of shares of commen stock of the company (or the surviving company in a business combination) having a market value of two times the exercise price of the Right.

The Company may redeem the Rights at $\$ 0.001$ per Right prior to the occurrence of an event that causes the Rights to become exercisable for common stock.
following pro forma amounts:
Year Ended-December 31, 2001 200-1999

| (In millions, except per share-data) |  |  |  |
| :--- | ---: | ---: | ---: |
| Net income: |  |  |  |
| Ns reported | $\$ 264.6$ | $\$ 421.6$ | $\$ 95.4$ |
| Pro forma | 249.1 | 410.5 | 88.2 |
| Diluted earnings per share: |  |  |  |
| As reported | $\$ 0.99$ | $\$ 1.57$ | $\$ 0.34$ |
| Pro forma | 0.93 | 1.53 | 0.31 |

Because the FAS No. 123 method of accounting has not been applied to -options granted prior to January 1, 1995, the resulting pro forma compensation cost 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, under the Company's primary 1993 Stock option Plan, the Company could - grant options for up to 13.3 million shares, of which the company has - granted 12.0 million options and canceled 2.4 million options through December 31, 2001. Under this plan, the option exercise price equals
the commen stock's closing price on the date of the grant, and -options vest over a five year period and expire ten years from the date of grant.

|  |  | Weighted <br> Average |
| :--- | ---: | ---: |
| 2001 | Shares | Exercise |
| Price |  |  |



88

Options Exercisable at December 31, 2001:




[^6] using the Black Scholes option pricing model with the following assumptions used for grants in 2001, 2000 and 1999, respectively: risk free interest rate of $5.1 \%, 6.5 \%$ and $6.6 \%$; expected 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. component of income before income taxes was \$69.9 million in 2001, $\$ 84.7 \mathrm{million}$ in 2000 and $\$ 56.3 \mathrm{million}$ in 1999 .

The components of the net deferred tax asset are as follows:


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

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

|  | Tax Benefit |  |  |
| :---: | :---: | :---: | :---: |
| Country | Of | Valuation |  |
| (IN MILLIONS) | Carryover | Allowance |  |
|  |  |  |  |
| France |  |  |  |
| Germany | $\$ 37.1$ | $\$ 31.2$ | $2005-2007$ |
|  | 20.1 | 12.1 | No expiration |


| Luxembourg | 6.2 | 6.2 | No-expiration |
| :--- | ---: | ---: | ---: |
| Netherlands | 6.6 | 4.3 | No expiration |
| United Kingdom | 26.8 | 21.7 | No expiration |
| Other | 12.4 | 0.8 | No expiration |
|  | $\$ 109.2$ | $\$ 05.3$ |  |
|  | $=-=$ | $-=-$ |  |

The Company generated losses in certain jurisdictions and legal -entities for which management believes it is unlikely that such benefits will be realized and, therefore, provided a valuation allowance against such benefits. Approximately $\$ 17.4$ million of the total net operating loss benefits relate to the acquisition of the Gillette Stationery Products Group in 2000. To the extent that these losses are utilized in the future, such benefits will reduce goodwill ussociated with this acquisition.

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



- No U.S. deferred taxes have been provided on the undistributed nonU.S. subsidiary earnings which are considered to be permanently invested. At December 31, 2001, the estimated amount of total unremitted non-U.S. subsidiary earnings is
- $\$ 72.7$ million.

| - (IN-MILLIONS) |  |  |  |
| :---: | :---: | :---: | :---: |
| - Minority interest in income of |  |  |  |
| subsidiary trust (2) | \$26.7 | \$26.7 | \$26.8 |
| Equity earnings (1) | (7.2) | (8.0) | (8.1) |
| Loss on sales of marketable |  |  |  |
| equity securities 5.01 .1 |  |  |  |
| -Gain on sale of business (5.0) |  |  |  |
| Interest income | (3.9) | (5.5) | (0.9) |
| Currency transaction losses | 1.9 | 1.9 | 1.1 |
| Dividend income | (0.1) | (0.1) | (0.3) |
| Other | 0.1 | 1.2 | 1.9 |
|  | \$17.5 | \$16.2 | \$12.6 |

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

## - INDUSTRY SEGMENT INFORMATION

-On April 2, 2001, the Company announced the realignment of its
-operating segment structure. This realignment reflects the Company's
focus on building large consumer brands, prometing organizational -integration and operating efficiencies and aligning the businesses with the Company's key account strategy. The five new segments have -been named for leading worldwide brands in the Company's product
portfolio. The realignment streamlines what had previously been six - operating segments. Based on this management structure, the Company's segment results are as follows (IN MILLIONS):

|  | 2001 | 2000 | 1999 |
| :---: | :---: | :---: | :---: |
| Net Sales (1) (2) |  |  |  |
| Year Ended December 31, |  |  |  |
| Rubbermaid | \$1,819.3 | \$1,946. | \$2,004.3 |
| Parker/Eldon | 1,673.5 | 1,288. | 1,218.0 |
| Levolor/Hardware | 1,382.6 | 1,455. | 1,400.6 |
| Calphalon/WearEver | 1,161.7 | 1,246. | 1,186.0 |
| Little Tikes/Graco | 872.2 | 998. | 902.9 |
|  | \$6,909.3 | \$6,934. | \$6,711.8 |



| December 31, |  |
| :---: | :---: |
| Rubbermaid | \$1,004.6 \$1,185.2 \$1,177.1 |
| Parker/Eldon | 1,145.3 1,050.9 720.9 |
| Levolor/Hardware | $790.8 \quad 775.9831 .8$ |
| Galphalon/WearEver | 787.4 849.3 825.9 |
| Little Tikes/Graco | 528.2 537.5 488.6 |
| Corporate (5) | 2,919.8 2,863.0 2,679.8 |
|  | \$7,266.1 \$7,261.8 \$6,724.1 |



Depreciation and Amortization


GEOGRAPHIG AREA INFORMATION

|  | 2001 | 2000 | 1999 |
| :---: | :---: | :---: | :---: |
| Net Sales |  |  |  |
| - Year Ended December 31, <br> United States $\$ 5,040.6 \quad \$ 5,191.5 \quad \$ 5,135.4$ |  |  |  |
| North America 5, 5, 50.1 5,500.4 5,411.0 |  |  |  |
| Europe 1,215.4 1,112.5 1,015.3 |  |  |  |
| Central and South America (6) | 263.4 | 289.0 | 253.8 |
| All other | 90.4 | 32.8 | 31.7 |
|  | \$6,909.3 | \$6,934.7 | \$6,711.8 |


| Year Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: |
| United States | \$455.7 | \$643.4 | \$276.6 |
| Canada | 39.1 | 54.5 | 22.6 |
| North America | 494.8 | 697.9 | 299.2 |
| Europe | 47.4 | 77.2 | 4.5 |
| Central and South America | 17.9 | 53.2 | -43.6 |
| All other | 10.8 | 3.4 | (3.7) |
|  | \$570.9 | \$831.7 | \$343.6 |


(1) 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 for any year.

## (2) All intercompany transactions have been eliminated.

(3) Operating income is net sales less cost of products sold and selling, general and administrative expenses. Certain 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 considered $a$ corporate expense and not allocated to business segments.
(4) Restructuring costs are recorded as both Restructuring costs and as part of cost of Products Sold in the Consolidated Statements of Income (refer to Footnote 3 for additional detail.)
(5) Corporate assets primarily include trade names and goodwill, equity investments and deferred tax assets.
(6) Includes Argentina, Brazil, Colombia, Mexico and Venezuela.
(7) Transfers of finished goods between geographic areas are not
significant.

96


- LITIGATION

The Company is involved in legal proceedings in the ordinary course
of its business. These proceedings include claims for damages
arising out of use of the Company's products, allegations of
infringement of intellectual property, commercial disputes and

- employment matters as well as the environmental matters deseribed below. Some of the legal proceedings include claims for punitive as Well as compensatory damages, and a few proceedings purport to be class actions.

As of December 31, 2001, the Company was involved in various matters concerning federal and state environmental laws and regulations, including matters in which the Company has been identified by the U.S. Environmental Protection Agency and certain state environmental -agencies as a potentially responsible party ("PRP") at contaminated -sites under the Federal Comprehensive Environmental Response, Compensation and Liability Act ("CERCLA") and equivalent state laws.

In assessing its environmental response costs, the company has considered several factors, including: the extent of the Company's volumetric contribution at each site relative to that of other PRPs; the kind of waste; the terms of existing cost sharing and other -applicable agreements; the financial ability of other PRPs to share in the payment of requisite costs; the Company's prior experience With similar sites; environmental studies and cost estimates available to the Company; the effects of inflation on cost estimates; and the extent to which the Company's and other parties' status as PRPs is disputed.

The Company's estimate of environmental response costs associated With these matters as of December 31,2001 ranged between $\$ 14.2$ million and $\$ 18.1$ million. As of December 31, 2001, the Company had a reserve equal to $\$ 15.8$ million for such envirommental response-costs in the aggregate. No insurance recovery was taken into account in determining the Company's cost estimates or reserve, nor do the Company's cost estimates or reserve reflect any discounting for present value purposes, except with respect to two long-term (30 year) operations and maintenance GERCLA matters which are estimated at present value.

Because of the uncertainties associated with envirommental investigations and response activities, the possibility that the Company could be identified as a PRP at sites identified in the - future that require the incurrence of environmental response costs and the possibility of additional sites as a result of businesses

- Information regarding executive compensation is included in the Proxy Statement under the caption "Proposal 1. Election of Directors -
-Compensation of Directors," under the captions "Executive Compensation —_Summary Compensation Table; Option Grants in 2001; Option Exercises in 2001; Pension and Retirement Plans; Employment Security and Other -Agreements," and the caption "Executive compensation committee Interlocks —and Insider Participation," which information is hereby incorporated by reference herein.


## ITEM 12. SECURITY OWNERSHIP OF GERTAIN BENEFICIAL OWNERS

AND MANAGEMENT
— Information regarding security ownership is included in the Proxy
Statement under the caption "Certain Beneficial owners," which
information is hereby incorporated by reference herein.

Rubbermaid Inc. included in this report on Form 10-K, which are filed herewith pursuant to Item 8:

Report of Independent Public Accountants
Consolidated Statements of Income Years Ended December 31, 2001, 2000 and 1999
Consolidated Balance Sheets December 31, 2001, 2000 and 1999
Consolidated Statements of Cash Flows Years Ended December 31, 2001, 2000 and 1999
Consolidated Statements of Stockholders' Equity Years Ended December 31, 2001, 2000 and 1999

Footnotes to Consolidated Financial Statements December 31, 2001, 2000 and 1999
(2) The following consolidated financial statement schedule of the - Company included in this report on Form 10 K is filed herewith pursuant to Item $14(d)$ and appears immediately preceding 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. Each management contract or compensatory plan or arrangement of the Company listed on the Exhibit Index is separately identified by an asterisk.

```
(b) Reports on Form 8-K:
```

None.

| SIGNATURES |  |
| :---: | :---: |
| Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized. |  |
| NEWELL RUBBERMAID ING. Registrant |  |
| Date February 5, 2002 |  |
| Pursuant to the requirements of the securities Exchange Act of 1034, this report has been signed below on February 5, 2002 by the ollowing persons on behalf of the Registrant and in the capacities ndicated. |  |
| Signature |  |
| /s/ William P. Sovey Title |  |
|  |  |
| William-P. Sovey |  |
| /s/ Joseph Galli, Jr._ President, Chief Executive Officer |  |
| Joseph Galli, Jr. |  |
| /s/ J. Patrick Robinson Vice President-Corporate |  |
| J. Patrick Robinson Officer |  |
| /s/William-T. Alldredge <br> President Corporate Development and Chief Financial Officer |  |
| William T. Alldredge |  |
| /s/ Scott S . Cowen Director |  |

/s/Daniel C. Ferguson Director

- Daniel C. Ferguson
/s/ Robert L. Katz Director
- Robert L. Katz
- /s/ William-D. Marohn Director

William-D. Marohn
/s/Elizabeth Guthbert Millett Director
Elizabeth Cuthbert Millett
/s/ Cynthia A. Montgomery Director
Cynthia A. Montgomery
/s/ Allan P. Newell Director
Allan P. Newell
/s/ Gordon R. Sullivan Director



(1) Represents recovery of accounts previously written off and net
reserves of acquired or divested businesses.
(2) Represents net reserves of acquired and divested businesses,
including provisions for product line rationalization.
(3) The restructuring provision is classified as both Restructuring
Costs and as part of Cost of Products Sold in the Consolidated
Cone (refer to Footnote 3 for additional detail).
Statements of Income-
(4) Represents costs incurred or charged to restructuring reserves in
(4) Represents costs incurred or charged to restructuring reserves in accordance with the restructuring plan.

| Exhibit |
| ---: |
| Number Description of Exhibit |



| 4.2 | By Laws of Newell Rubbermaid |
| :--- | :--- |
|  | Inc., as amended through |
|  | January 5, 2001, are included |


(National Association), as Trustee (incorporated by reference to Exhibit 4.4 to the Company's Report on Form 8 amending the company's Quarterly Report on Form-10-Q for the quarterly period ended March 31, 1992 (File No. 001 09608) .


107

*10.2 Newell Rubbermaid Inc. 2002 Deferred Compensation Plan, effective January 1, 2002.


| ${ }^{* 10.5}$ Form of Employment security |  |
| :---: | :---: |
|  | Agreement with nine executive |
| Officers. |  |



109

Exhibit
Number Description of Exhibit


| $* 10.11$ | Newell Rubbermaid Medical Plan |
| :--- | :--- |
|  | for Executives, as amended and |
|  | restated effective January 1, |

Item21. Subsidiaries 21 Significant subsidiaries of
of the the company.

Registrant
Item 23. Consent of 23.1 Consent of Arthur Andersen

| Htem- 23. Consent |  |
| :--- | :--- | :--- |
|  | 23.1 Conperts and Conse |
| LLP. |  | counsel

Item-99. Additional Safe Harbor statement. Exhibits
*. Management contract or compensatory plan or arrangement of the Company.

## NEWELL RUBBERMAID ING.

Newell Rubbermaid Inc, hereby establishes, effective as of
January 1, 2002, the Newell Rubbermaid Inc. 2002 Deferred Compensation
Plan on the terms and conditions hereinafter set forth. Such Plan - provides certain eligible employees and directors with the opportunity to defer portions of their base salary, bonus payments and director fees in accordance with the provisions of the Plan.

## SECTION I

SECTION I
DEFINITIONS

[^7] have the meanings set forth below, unless their context clearly requires a different meaning:
1.1 "Account" means the bookkeeping account maintained by the Committee on behalf of each Participant pursuant to Section 2.4. The _sum of each Participant's Sub Accounts, in the aggregate, shall _constitute his Account.
1.2 "Affiliate" means any corporation, joint venture, partnership, unincorporated association or other entity that is uffiliated, directly or indirectly, with the company and which is designated by the committee from time to time.
1.3 "Base Salary" means the annual base rate of cash

> compensation (which, in the case of a Participant who is a Director, shall include his annual director's fees or other similar amounts payable in cash) payable by the Company and/or by any Affiliate to a Participant.
1.4 "Beneficiary" or "Beneficiaries" means the person of persons, including one or more trusts, designated by a Participant in - accordance with the Plan to receive payment of the remaining balance of the Participant's Account in the event of the death of the Participant prior to the Participant's receipt of the entire amount -eredited to his Account.
1.5 "Board" means the Board of Directors of the Company.
1.6 "Bonus" means cash incentive compensation payable pursuant to a bonus or other incentive compensation plan, whether such plan is now in effect or hereafter established by the Company, which the Committee may designate from time to time.
1.7 "Change in control" means the occurrence of any of the following events without the prior written approval of a majority of

- the entire Board as it exists immediately prior to such event; provided that, in the case of an event described in (i) or (iii)
below, such approval occurs before the time of such event and, in the
case of an event described in (ii) below, such approval occurs prior
to the time that any other party to the event described in (ii) (or any affiliate or associate thereof) acquires $20 \%$ or more of the voting Power:
(i) The acquisition by an entity, person or group (including all affiliates or associates of such entity, person or group) of beneficial ownership, as that term is defined in Rule 13d 3 under the Securities Exchange Act of 1934 , of capital stock of the company entitled to exercise more than $50 \%$ of the outstanding voting power of all capital stock of the company entitled to vote in elections of directors ("voting Power")i
(ii) The effective time of (A) a merger or consolidation of the Company with one or more other corporations as a result of which the holders of the outstanding voting power of the Company immediately prior to such merger or consolidation (other than the surviving or resulting corporation or any affiliate or associate thereof) hold less than 50\% of the voting Power of the surviving or resulting corporation, or (B) a transfer of a majority of the Voting Power, or a Substantial Portion of the Property, of the Company other than to an entity of which the Company owns at least $50 \%$ of the voting power; of
(iii)

The election to the Board of the Company, of directors constituting a majority 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
Company and its affiliates and associates as set forth on the most recent balance sheet of the Company, prepared on a consolidated basis, by its regularly employed, independent, certified public accountants.
1.9 "Company" means Newell Rubbermaid Inc. and its successors,
including, without limitation, the surviving corporation resulting from any merger or consolidation of Newell Rubbermaid Inc. with any -other corporation or corporations.
1.10 "Director" means a member of the Board.
1.11 "Disability" has the meaning given to such term in the long term disability plan of the Company or Affiliate, as applicable to any Participant, or if no such plan exists, as determined by the Committce.
1.12 "Election Agreement" means a Participant's agreement, on a
form provided by the Committee, to defer his Base Salary and/or Bonus.

2
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 compensated employees," within the meaning of sections 201,301 and 401 Of ERISA, and who is selected by the committee to participate in the Plan. Unless otherwise - determined by the Committee, an Eligible Employee shall continue as such until termination of employment.
1.14 "Employer contributions" has the meaning given to such term in Section 2.14.
1.15 "ERISA" means the Employee Retirement Income Security Act of 1974, as amended.
1.16 "In Service Sub Account" means each bookkeeping Sub Account maintained by the committee on behalf of each Participant pursuant to Sections 2.4 and 2.5(ii). The Committee shall specify from time to time the maximum number of In Service Sub Accounts that may be -established for any one Participant.
1.17 "Insolvent" means that the Company or an Affiliate, Whichever is applicable, has become subject to a pending voluntary or involuntary proceeding as a debtor under the United States Bankruptcy Code or has become unable to pay its debts as they mature.
1.18 "Participant" means any Eligible Employee-or Director who -has at any time elected to defer the receipt of a Bonus and/or base Salary in accordance with the Plan and who, in conjunction with his Beneficiary, has not received a complete distribution of the amount credited to his Account.
1.19 "Plan" means this deferred compensation plan, which shall be known as the Newell Rubbermaid Inc. 2002 Deferred Compensation-Plan.
1.20 "Retirement Sub-Account" means the bookkeeping Sub-Account maintained by the Committec on behalf of each Participant pursuant to Sections 2.4 and 2.5(i).
1.21 "Sub Account" means each bookkeeping Retirement Sub Account and In-Service Sub-Account maintained by the Committee on behalf of -each Participant pursuant to Section 2.5.
1.22 "Termination of Service 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 Service Date" -of any Participant who is a Director and who is not an Eligible Employee shall be the date such Participant ceases to be a member of - the Board.

> 1.23 "Year" means a calendar year.
$\qquad$
either the termination of the Plan, the Company or any Affiliate which
employs the participant becoming Insolvent or the participant'
Termination of Service Date. Notwithstanding the above, in the event that an individual first becomes an Eligible Employee or Director during the course of a Year, rather than as of the first day of a
Year, the individual's Election Agreement must be filed no later than - thirty (30) days following the date he first becomes an Eligible Employee or Director, as applicable, and such Election Agreement shall be effective only with regard to Base Salary and Bonuses earned following the filing of the Election Agreement with the Committee.
2.3 AMOUNT DEFERRED. A Participant shall designate on the Election Agreement the portion of his Base Salary and/or Bonus that is to be deferred in accordance with the following rules.
(i) BASE SALARY. A Participant may defer up to 50\% of the Base Salary that the Participant would otherwise receive during the Year for services performed as an Eligible Employee, provided, however, that the Participant shall not be permitted to defer less than $\$ 2,000$ of such amount during any one Year, and any such attempted deferral shall not be effective. A
Participant may defer up to 100\% of the Base Salary that the Participant would otherwise receive during the Year for services performed as a Director, provided, however, that the portion of such Base Salary that is eligible for deferral will be reduced by applicable employment taxes if such reduction is required in order to provide the Company or its Affiliates with a source of funds, from such Base Salary, with which to pay such employment
taxes.
(ii) BoNus. A Participant may defer up to 100\% of the Bonus that the Participant earns during the Year. Notwithstanding the preceding sentence, the portion of a Participant's Bonus that is eligible for deferral will be reduced by applicable employment
taxes if such reduction is required in order to provide the
Company or its Affiliates with a source of funds, from the Bonus,
with which to pay such employment taxes. In any event, a
Participant 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 Election Agreement
that different percentages or dollar amounts shall apply to Bonuses payable under different bonus or incentive compensation plans.
2.4 ACCOUNTS.
(i) CREDITING OF DEFERRALS. Base Salary and/or Bonus that a participant elects to defer shall be treated as if it were set aside in one or more Sub-Accounts on the date the Base Salary and/or Bonus would otherwise have been paid to the Participant. in accordance with procedures established from time to time by
the Committee. A Participant may specify, in his Election Agreement, the portion of his deferral that is to be credited to a Retirement Sub-Account and/or to one or more In-Service
Sub Accounts. To the extent that a Participant does not specify the Sub-Account to which deferrals shall be credited, such deferrals shall be credited to the Participant's Retirement Sub-Account.
(ii) CREDITING OF GAINS, LOSSES AND EARNINGS TO ACCOUNTS. Each Participant's Account will be credited with gains, losses and earnings based on investment directions made by the Participant in accordance with investment deferral crediting options and procedures established from time to time by the Committer. The committee specifically retains the right in its sole discretion to change the investment deferral crediting options and procedures from time to time. By electing to defer 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 connection with the Plan, nor is it required to follow the Participant's investment directions in any actual investment it may make or acquire in connection with the Plan or in determining the amount of any actual or contingent liability or obligation of the Company or an Affiliate thereunder or relating thereto. Any amounts credited to a Participant's Account with respect to which a Participant does not provide investment direction shall be credited with gains, losses and earnings as if such amounts were invested in an investment option to be selected by the committee in its sole discretion.

### 2.5 DATE OF DISTRIBUTION.

(i) RETIREMENT SUB AGCOUNT. Subject to the following provisions, a Participant may elect, on the first Election Agreement that he delivers to the committee pursuant to which amounts are credited to his Retirement Sub-Account, to defer the distribution or commencement of the distribution of his Retirement Sub-Account to (A) January of the Year commencing immediately after the Year in which occurs his Termination of
(A) TERMINATION PRIOR TO AGE 60. If a Participant's

## Termination of Service Date oceurs as a result of his

 voluntary termination, or involuntary termination without cause, prior to his attainment of age 60, his Retirement sub Account will be distributed as soon as practicable after his Termination of Service Date. If a Participant's Termination of Service Date occurs as a result of his involuntary termination without cause (as determined by the Committee in its sole discretion) prior to his attainment of age 60, his Retirement Sub-Account will be distributed in January of the Year elected by the Participant.(B) TERMINATION AFTER AGE 60 AND PRIOR TO AGE 65. If a Participant's Termination of Service Date oceurs after he attains age 60 and prior to his attaimment of age 65, his Retirement Sub Account will be distributed or will commence to be distributed in January of the Year elected by the Participant.

## (c) TERMINATION AFTER AGE 65. If a-Participant's

Termination of Service Date oceurs after he attains age 65, his Retirement Sub-Account will be distributed or will commence to be distributed in January of the year commencing immediately after his Termination of Service Date.
(ii) IN SERVICE SUB ACCOUNT, Subject to the following provisions, a Participant may elect, on the first Election Agreement that he delivers to the Committee pursuant to which amounts are-credited to an In-Service Sub-Account, to defer the distribution or commencement of the distribution of such In-Service Sub-Account to January of any Year that commences prior to the Participant's Termination of Service Date as long as that Year commences not less than two Years after the date of the initial election pursuant to which amounts are credited to such In Service Sub Account. If a Participant's Termination of Service Date occurs as a result of his voluntary termination, or involuntary termination without cause, prior to the complete distribution of his In-Service Sub-Account, amounts credited to that In-Service Sub-Account will be distributed as soon as
practicable after his Termination of Service Date. If a
Participant's Termination of Service Date occurs as a result of
his involumtary termination without cause (as determined by the
Committee in its sole diseretion) prior to the complete
distribution of his In-Service Sub-Account, amounts credited to
dhat In Service Sub Account will be distributed pursuant to the
payment schedule elected by the Participant.
payment schedule elected by the Participant.
2.6 FORM OF DISTRIBUTION.
(i) RETIREMENT SUB ACCOUNT, Subject to the following
provisions, a Participant may elect, on the first Election Agreement that he delivers to the Committee pursuant to which amounts are credited to his Retirement Sub-Account, to receive his Retirement Sub-Account in cash in a single lump sum or in annual installments over a period not in excess of ten years.
(A) TERMINATION PRIOR TO AGE 60. If a Participant's Termination of Service Date occurs as a result of his voluntary termination, or involuntary termination without cause, prior to his attainment of age 60, his Retirement Sub-Account will be-distributed in a single lump sum. If a Participant's Termination of Service Date occurs as a result of his involuntary termination without cause (as determined by the Committee in its sole discretion) prior to his attainment of age 60, his Retirement Sub-Account will be distributed in the distribution form elected by the Participant.
(B) TERMINATION AFTER AGE 60. If a-Participant's
(B) TERMINATION AFTER AGE 60. If a Participant's
Termination Of Service Date occurs after he attains age 60,
his Retirement Sub Account will be distributed in the his Retirement Sub Account 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 Election Agreement that he delivers to the committee pursuant to which amounts are credited to an In-Service Sub-Account, to receive that In Service Sub Account in cash in a single lump sum or in annual installments over a period not in excess of five years. If a Participant's Termination of Service Date oceurs as a result of his voluntary termination, or involuntary termination without cause, prior to the complete distribution of his In-Service Sub-Account, amounts credited to that In-Service Sub-Account will be distributed in a single lump sum. If a Participant's Termination of Service Date oceurs as a result of his involuntary termination without cause (as determined by the committee in its sole discretion) prior to the complete distribution of his In-Service Sub-Account, amounts credited to that In-Service Sub-Account will be distributed in the distribution form elected
 the latest valid election of the Participant. made in accordance wit 2.8 DEATH OF A PARTICIPANT.
(i) General. In the event of the death of a Participant, the remaining amount of his Account shall be paid to his Beneficiary or Beneficiaries as described in Section 2.8(ii). Each Participant shall designate a Beneficiary or Beneficiaries on a beneficiary designation form provided by the committee. A Participant's Beneficiary designation may be changed at any time prior to his death by the execution and delivery of a new beneficiary designation. The Beneficiary designation on file with the Company that bears the latest date at the time of the Participant's death shall govern. In the absence of a Beneficiary designation, the amount of the Participant's Account shall be paid to the Participant's estate in a lump sum amount within 90 days after the appointment of an executor or administrator or as otherwise determined by the committee.
(ii) Form and Date of Distribution. Notwithstanding any other provision, upon the death of a Participant, the remaining balance in his Account shall be paid as follows. If the Participant dies after payment of his Account has commenced, the remaining balance of his Account will continue to be paid to his

## -


as soon as practicable after the oceurrence of the Disability.
2.10 SMALL PAYMENTS. Notwithstanding the foregoing, if a

Participant elects to receive his Retirement Sub-Account in
installment payments and his Retirement Sub-Account has a balance of

- less than $\$ 25,000$ at the time that installment payments are scheduled
to commence, the entire amount of the Participant's Retirement
Sub-Account may at the discretion of the committee be paid in a single
lump sum.
2.11 AGCELERATION.
(i) Notwithstanding any other provision of the Plan, in the - event of an unforeseeable emergency, as defined in section 1.457-2(b)(4) and (5) of the Treasury Regulations, that is caused by an event beyond the control of the participant and that would result in severe financial hardship to the individual if acceleration were not permitted, the Committee may in its sole discretion accelerate the payment to the participant of the amount of his Account, but only up to the amount necessary to meet the emergency.
(ii) Notwithstanding any other provision of the Plan, each Participant shall be permitted, at any time, to make an election to receive, payable as soon as practicable after such election is received by the committee, a distribution of part or all of his Account in a single lump sum, if (and only if) the amount in the

9
Participant's Account subject to such distribution is reduced by

10\%, which 10\% amount shall thereupon irrevocably be forfeited.
2.12 TERMINATION OF PARTICIPATION. Notwithstanding any other provision of the Plan, no Participant who is an Eligible Employee shall be permitted to continue to participate in the plan upon a determination by the committee that such Participant is not a member of a select group of management or highly compensated employees of his -employer, within the meaning of ERISA. Upon such a determination, the Committee may direct that the Participant receive an immediate lump sum payment cqual to the amount credited to his Account.
2.13 VESTING OF ACCOUNTS. Subject to Sections 2.11 (ii) and 2.15 (iii) and the following sentence, each Participant shall at all times have a nonforfeitable interest in his Account balance. Notwithstanding the preceding sentence, the portion of each
Participant's Account, if any, attributable to Employer Contributions shall be subject to such vesting schedule as may be determined by the Company or Affiliate from time to time in accordance with the provisions of section 2.14.
2.14 EMPLOYER CONTRIBUTIONS. The Company or any Affiliate may, in its discretion, provide contributions ("Employer Contributions") -under this Plan with respect to one or more Participants. The amount and vesting schedule of such Employer Contributions, if any, shall be determined by the Company or Affiliate in its sole discretion.
2.15 CHANGE IN CONTROL. Notwithstanding any other provisions of the Plan, the following provisions shall apply upon the occurrence of a Change in Control.
(i) TRUST. As soon as administratively practicable

- As soon as administratively practicable
following the occurrence of a change in Control, the company
shall transfer to a trust, the assets of which shall remain
liable for the claims of the Company's or its Affiliate's general creditors in the event of the Insolvency of the Company or any such Affiliate, an amount (which amount may include a letter of credit, as specified in such trust) equal to the aggregate account 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 Election Agreement that he delivers to the Committec at least one year prior to the occurrence of a change in Control, to receive his entire Account in a single lump sum as soon as administratively practicable following the oceurrence of a change in control. In the event that a change in control
occurs prior to the distribution of a Participant's entire
Account, any such election made by a Participant shall override his other elections regarding the form and timing of the
distribution of his Account.
review, (ii) resolve all other questions arising under the Plan,
including any factual questions and questions of construction, and
(iii) take such further 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 accordance with the provisions of section 503 Of ERISA, the Committee shall provide a procedure for handling claims - of Participants or their Beneficiaries under the Plan. Such procedure shall be in accordance with regulations issued by the secretary of
L Labor and shall provide adequate written notice within a reasonable period of time with respect to the denial of any such claim as well as - a reasonable opportunity for a full and fair review by the committee -Of any such denial. Unless the context clearly requires otherwise, the masculine pronoun wherever used herein shall be construed to include the feminine pronoun.

[^8] at any time by action of the Board; provided, however, that no such action shall adversely affect any Participant or Beneficiary who has an Account, or result in any change in the timing or manner of payment of the amount of any Account (except as otherwise permitted under the Plan), without the consent of the Participant 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 receive a
distribution of his Account, at the discretion of the committee,

### 5.1 NON ALIENATION OF DEFERRED GOMPENSATION. Except as

permitted by the Plan, no right or interest under the plan of any
Participant or Beneficiary shall, without the written consent of the
Company, be (i) assignable or transferable in any manner, (ii) subject
to alienation, anticipation, sale, pledge, encumbrance, attachment, garnishment or other legal process or (iii) in any manner liable for -or subject to the debts or liabilities of the participant or Beneficiary.
5.2 PARTIGIPATION BY EMPLOYEES OF AFFILIATES. An Eligible

## Employee who is employed by an Affiliate and who elects to participate

 in the Plan shall participate on the same basis as an Eligible Employee of the Company.5.3 INTEREST OF PARTIGIPANT.
(i) The obligation of the Company and the Affiliates under the plan to make payment of amounts reflected in an Account merely constitutes the unsecured promise of the company and the Affiliates to make payments from their general assets and no Participant or Beneficiary shall have any interest in, or a lien or prior claim upon, any property of the Company or any Affiliate. Nothing in the Plan shall be construed as guaranteeing future employment to Eligible Employees. It is the intention of the Company and the Affiliates that the Plan be unfunded for tax purposes and for purposes of Title I of ERISA. The Company may create 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 therein shall remain liable for the claims of the company's and any Affiliate's general creditors.
(ii) In the event that, in the discretion of the committee, the Company and/or its Affililates purchases an insurance policy or policies insuring the life of any Participant (or any other property) to allow the Company and/or its Affiliates to recover the cost of providing the benefits, in whole or in part, hereunder, neither the Participants nor their Beneficiaries of other distributees shall have nor acquire any rights whatsoever therein or in the proceeds therefrom. The company and/or its Affiliates shall be the sole owner and beneficiary of any such policy or policies and, as such, shall possess and may exereise all incidents of ownership therein. A Participant's
5.4 CLAIMS OF OTHER PERSONS. The provisions of the Plan shall
in no event be construed 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, except any such rights as are specifically provided for in the Plan or are hereafter created in accordance with the terms and provisions of the Plan.
5.5 SEVERABILITY. The invalidity and unenforceability of any particular provision of the Plan shall not affect any other provision -hereof, and the Plan shall be construed in all respects as if such invalid or unenforceable provision were omitted.
5.6 GOVERNING LAW. Except to the extent preempted by federal law, the provisions of the Plan shall be governed and construed in - accordance with the laws of the State of Illinois.
5.7 RELATIONSHIP TO OTHER PLANS. The Plan is intended to serve the purposes of and to be consistent with any bonus or incentive compensation plan approved by the Committee for purposes of the Plan.
5.8 SUCCESSORS. The Company shall require any successor
(whether direct or indirect, by purchase, merger, consolidation, 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 inure to the benefit of the Company and any successor of or to the Company, including without limitation any persons acquiring directly or indirectly all or - substantially all of the business and/or assets of the Company whether by sale, merger, consolidation, reorganization or otherwise (and such -successor shall thereafter be deemed the "Company" for the purposes of this Plan), and the heirs, beneficiaries, executors and administrators of each Participant. In the event that any successor to the company shall fail to assume this Plan, the Plan shall immediately terminate and each Participant shall immediately receive distribution of his Account in a single lump sum.
5.9. Withholding of Taxes. The Company and its Affiliates may Withhold or cause to be withheld from any amounts deferred or payable under the Plan all federal, state, local and other taxes as shall be legally required.
5.10 ELECTRONIG OR OTHER MEDIA. Notwithstanding any other
provision of the Plan to the contrary, including any provision that -requires the use of a written instrument, the committee may establish procedures for the use of electronic or other media in communications
and transactions between the Plan or the Committee and Participants and Beneficiaries. Electronic or other media may include, but are not limited to, e mail, the Internet, intranet systems and automated telephonic response systems.
$\longrightarrow 14$

## SUMMAARY OF NEWELL RUBBERMMAID INC. CASH BONUS PLAN

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

This Employment Security Agreement ("Agreement") is entered into
as of this day of [_, by and between Newell Rubbermaid
-Inc., a Delaware corporation ("Employer") and

- ("Executive").

WITNESSETH:

WHEREAS, Executive is currently employed by Employer and by
Newell operating Company, a subsidiary of Employer, as the
of each of Employer and Newell Operating Company;
WHEREAS, Employer desires to provide certain security to
Executive in connection with Executive's employment with Employer; and

WHEREAS, Executive and Employer desire to enter into this
Employment Security Agreement ("Agreement") pertaining to the terms of
— the security Employer is providing to Executive with respect to his
employment;

NOW, THEREFORE, in consideration of the mutual covenants and
promises contained herein, and other good and valuable consideration,
the receipt of which is hereby acknowledged, the parties agree as
follows:

1. TERM. The term of this Agreement shall be the period
beginning on the date hereof and terminating on the first to occur of
(a) the date 24 months after the date of Executive's termination of
—employment under circumstances described in paragraph 2 and (b) the
_date Executive attains or would 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 prior
to Executive's attainment of age 65, (1) the employment of Executive

With Employer is terminated by Employer for any reason other than Good
Cause, or (2) Executive terminates his employment with Employer for

GGod Reason, the following provisions will apply:
(a) Employer shall, as hereinafter deseribed in this

- subsection (a), pay Executive:
(1) Executive's Base Salary during the Severance Period;
and
(2) Executive's Bonus for each year during the Severance

Period. Such Base Salary will be paid during the Severance
Period in monthly or other installments of the same frequency as
[he payments of his salary being received by Executive at the
date of the change in Control, and will commence as soon as
practicable, but in no event later than the date 30 days after
_ termination of employment. Such Bonus for any calendar year will
be paid on March 1 of the next following calendar year.
(b) Executive shall receive any and all benefits accrued
under any other Incentive Plans and Retirement Plans to the date
of termination of employment, the amount, form and time of
payment of such benefits to be determined by the terms of such
funded with a trust agreement.


Plans Executive shall be given-service eredit for all purposes
for, and shall be deemed to be an employec of Employer during,
[. the Severance Period, notwithstanding the fact that he is not an employee of Employer or any Affiliate or Associate thereof during _ the Severance Period; provided that, if the terms of any of such Incentive Plans or Retirement Plans do not permit such credit or deemed employee treatment, Employer will make payments and distributions to Executive outside of the Plans in amounts _Substantially equivalent to the payments and distributions Executive would have received pursuant to the terms of the plans and attributable to such credit or deemed employee treatment, had _such credit or deemed employee treatment been permitted pursuant to the terms of the Plans. Executive shall not receive any amount under an Incentive Plan pursuant to this subsection (c) to the extent that such amount is included within the Executive's Bonus payable pursuant to clause (a)(2) above.
(d) If upon the date of termination of Executive's employment, Executive holds any options with respect to stock of Employer, all such options will immediately become exercisable upon such date and will be exercisable for 90 days thereafter. To the extent such acceleration of exercise of such options is not permissible under the terms of any plan pursuant to which the options were granted, Employer will pay to Executive, in a lump sum, within 90-days after termination of employment, an amount equal to the excess, if any, of the aggregate fair market value 3
of all stock of Employer subject to such options, determined on - the date of termination of employment, over the aggregate option price of such stock, and Executive will surrender all such options unexercised.
(e) During the Severance Period, Executive and his spouse will continue to be covered by all welfare Plans, maintained by Employer in which he or his spouse were participating immediately prior to the date of his termination, as if he continued to be an employee of Employer; provided that, if participation in any one or more of such Welfare Plans is not possible under the terms
thereof, Employer will provide substantially identical benefits. Such coverage will cease if and when Executive obtains employment with another employer during the severance Period, and becomes eligible for coverage under any substantially similar plans provided by his new employer.
(f) During the Severance Period Employer shall reimburse

Executive for the expenses of an automobile in accordance with
the arrangement, 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 employer during the
Severance Period and receives such reimbursement from his new
employer.
(g) Executive shall not be entitled to receive any payments or other compensation during the Severance Period attributable to vacation periods he would have earned had his employment
continued during the Severance Period or to unused vacation
periods accrued as of the date of termination of employment, and Executive waves any right to receive such compensation.
(h) During the Severance Period Executive shall not be
entitled to reimbursement for fringe benefits such as dues and expenses related to club memberships, automobile telephones, expenses for professional services and other similar perquisites.
3. SETOFF. No payments or benefits payable to or with respect
to Executive pursuant to this Agreement shall be reduced by any amount
Executive or his spouse may earn or receive from employment with
another employer or from any other source, except as expressly
provided in subsections $2(e)$ and $2(f)$.
4. DEATH. If Executive dies during the Severance Period all

- amounts payable hereunder to Executive shall, during the remainder of
the Severance Period, be paid to his surviving spouse, and his spouse
shall continue to be covered under all applicable Welfare Plans during
the remainder of the Severance-Period. On the death of the survivor of
Executive and his spouse, no further benefits will be paid, and no
further Welfare Plan coverage will be provided, under the Agreement;
-except for benefits acerued under any Incentive Plans and Retirement
Plans to the date of termination of employment, to the extent such
benefits continue following Executive's death pursuant to the term of
such Plans.

5. DEFINITIONS. For purposes of this Agreement:
(a) "Affiliate" or "Associate" shall have the meaning set
forth in Rule $12 b 2$ under the Securities Exchange Act of 1934.
(c) "Bonus" shall mean an amount determined by multiplying

Executive's Base Salary by a percentage that is the average

- percentage of base salary that was paid (or payable) to Executive
as a bonus under the Revised ROI Gash Bonus Plan or the ROA Gash
Bonus Plan of Employer, or any successor plan or arrangement, for
the three full fiscal years of Employer preceding the date of a
Change in Control.
(d) "Change in control" shall be deemed to oceur on the -occurrence of any of the following events without the prior Written approval of a majority of the entire Board of Directors of Employer as it exists immediately prior to such event; provided that, in the case of an event described in (1) or (3)
below, such approval occurs before the time of such event and, in - the case of an event described in (2) below, such approval occurs prior to the time that any other party to the event described in (2) (or any Affiliate or Associate thereof) acquires 20\% or more of the voting power:
(1) The acquisition by an entity, person or group
_(including all Affiliates or Associates of such entity, person-or group) of beneficial ownership, as that term is defined in

Rule13d-3 under the Securities Exchange Act of 1934, of capital
stock of Employer entitled to exercise more than 50\% of the outstanding voting power of all capital stock of Employer
entitled to vote in elections of directors ("Voting Power"); 6
(2) The effective time of (I) a merger or consolidation of Employer with one-or more other corporations as a result of which the holders of the outstanding voting Power of Employer
immediately prior to such merger or consolidation (other than the surviving or resulting corporation or any Affiliate or Associate thereof) hold less than $50 \%$ of the voting Power of the surviving or resulting corporation, or (II) a transfer of a majority of the Voting Power, or a Substantial Portion of the Property, of

Employer other than to an entity of which Employer owns at least
50\% of the Voting Power; of
(3) The election to the Board of Directors of Employer, of
directors constituting a majority of the number of directors of
Employer then in office.
(a) "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 or intentional wrongdoing or malfeasance; or
(2) Executive is convicted of a criminal violation involving fraud or dishonesty. Notwithstanding anything herein to the contrary, in the event Employer shall terminate the
employment of Executive for Good Cause hereunder, Employer shall

[^9](f) "Good Reason" shall exist if:
(1) there is a significant change in the nature or the
_scope of Executive's authority;
(2) there is a reduction in Executive's rate of base
-salary;
(3) Employer changes by 100 miles or more the principal
location in which Executive is required to perform services; or
(4) Employer terminates or amends any Incentive 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 such Incentive Plans or Retirement Plans prior to such termination or amendment. (g) "Incentive-Plans" shall mean any incentive, bonus, deferred compensation or similar plan or arrangement currently or hereafter

- made available by Employer in which Executive is eligible to
participate.
(h) "Retirement Plans" shall mean any qualified or supplemental
-defined benefit retirement plan or defined contribution retirement
plan, currently or hereinafter made available by Employer in which
Executive is eligible to participate.
(i) "Severance Period" shall mean the period beginning on
the date the Executive's employment with Employer terminates
under circumstances described in section 2 and ending on the
first to occur of the date 24 months thereafter and the date
Executive attains or would have attained age 65.
(j) "Substantial Portion of the Property of Employer" shall mean

75\% of the aggregate book value of the assets of Employer and its
Affiliates and Associates as set forth on the most recent balance
sheet of Employer, prepared on a consolidated basis, by its regularly
Lemployed, independent, certified public accountants.
(k) "Welfare Plan" shall mean any health and dental plan,
disability plan, survivor income plan and life insurance plan or
arrangement currently or hereafter made available by Employer in which
Executive is eligible to participate.
6. RESTRICTIVE COVENANTS. Executive shall not, during the

Term of this Agreement be associated, directly or indirectly, as
—employee, proprietor, stockholder, partner, agent, representative,
competitive with any business of Employer or any of its Affiliates, -except that Executive's ownership (or that of his wife and children) Of publicly traded securities of any such business having a cost of not more than $\$ 50,000$, shall not be considered a violation of this

Section. For purposes of the preceding sentence, Executive shall be
_considered as the "stockholder" of any equity securities owned by his spouse and all relatives and children residing in Executive's principal residence-
7. NO SOLIGITATION OF REPRESENTATIVES AND EMPLOYEES. Executive agrees that he shall not, during the Term of this Agreement, directly
— or indirectly, in his individual capacity or otherwise, induce, cause,
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

9
to terminate such person's employment relationship with Employer or
-any of its Affiliates, or to violate the terms of any agreement
between said representative, agent or employee and Employer or any of

## -its Affiliates.

8. CONFIDENTIALITY. Executive acknowledges that preservation of
a continuing business relationship between Employer or its Affiliates
and their respective eustomers, representatives, and employees is of
Critical importance to the continued business success of Employer and
—hat it is the active policy of Employer and its Affiliates to guard
as confidential the identity of its customers, 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 written consent of
Employer (which consent shall not be withheld unreasonably), disclose
to any person or entity any information concerning the business of, or
-any customer, representative, agent or employee of, Employer or its
Affiliates which was obtained by Executive in the course of his
—employment by Employer. This section shall not be applicable if and to
the extent Executive is required to testify in a legislative, judicial

- or regulatory proceeding pursuant to an order of congress, any state
-or local legislature, a judge, or an administrative law judge.

2. EXECUTIVE ASSIGNMENT. No interest of Executive or his spouse
—or any other beneficiary under this Agreement, or any right to receive
any payment or distribution hereunder, shall be subject in any manner
to sale, transfer, assignment, pledge, attachment, garnishment, or
other alienation or encumbrance of any kind, nor may such interest or
involuntarily, for the satisfaction of the obligations or debts of, of

- other elaims against, Executive or his spouse or other beneficiary,
including claims for alimony, support, separate maintenance, and

10. BENEFITS UNFUNDED. All rights of Executive and his spouse or

- other beneficiary under this Agreement shall at all times be entirely
—unfunded and no provision shall at any time be made with respect to _segregating any assets of Employer for payment of any amounts due
-hereunder. Neither Executive nor 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 general unsecured ereditor of Employer.

11. WAIVER. No waiver by any party at any time of any breach by
any other party of, or compliance with, any condition or provision of

- this Agreement to be performed by any other party shall be deemed a
- waver of any other provisions or conditions at the same time or at
any prior or subsequent time.

12. LITIGATION EXPENSES. Employer shall pay 50\% of Executive's
attorney's fees in connection with any judicial proceeding to enforce
_this Agreement or to construe or determine the validity of this
-Agreement or otherwise in conncetion herewith, whether or not
Executive is successful in such litigation.
13. APPLICABLE LAW. This Agreement shall be construed and
interpreted pursuant to the laws of Illinois.

$$
11
$$

14. ENTIRE AGREEMENT. This Agreement contains the entire

Agreement betwen Employer and Executive and supersedes any and all
-previous agreements, written or oral, between the parties relating to
the subject matter hereof. No amendment or modification of the terms
of this Agreement shall be binding upon the parties hereto unless
reduced to writing and signed by Employer and Executive.
15. NO EMPLOYMENT CONTRACT. Nothing contained in this Agreement
shall be construed to be an employment contract between Executive and
Employer. Executive is employed at will and Employer may terminate 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. SEVERABILITY. 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 hereto and their respective heirs,
representatives and successors.
19. EMPLOYMENT WITH AN AFFILIATE. If Executive is employed by

Employer and an Affiliate, or solely by an Affiliate, on the date of
termination of employment of Executive under circumstances described
in Section 2, then (i) employment or termination of employment as used
in this Agreement shall mean employment or termination of employment
Iof Executive with Employer and such Affiliate, or with such Affiliate,

- discretion, shall determine; provided that Employer shall remain
liable for such obligations to the extent not satisfied by such
Affiliate.

20. NOTICE. Notices required under this Agreement shall be in

Writing and sent by registered mail, return receipt requested, to the

- following addresses or to such other address as the party being
notified may have previously furnished to the others by written
- notice.

If to Employer: Newell Rubbermaid Inc. 29 East Stephenson Street
Frepport, Illinois 61032

Attention:

## If to Executive

21. BOARD APPROVAL. The rights and obligations of Employer under this Agreement are contingent upon the approval or ratification by its Board of Directors of the execution of this Agreement on its behalf.

IN WITNESS WHEREOF, Executive has hereunto set his hand, and
Employer has caused these presents to be executed in its name on its
-behalf, all as of the day and year first above written.
NEWELL RUBBERMAID ING.

By: $\longrightarrow$
Title:


NEWELL RUBBERMAID ING. AND SUBSIDIARIES COMPUTATION OF EARNINGS PER SHARE OF COMMON STOCK


YEAR ENDED DECEMBER 31

|  | 2001 | 2000 | $1998 \quad 1997$ |
| :--- | :--- | :--- | :--- |

> (IN THOUSANDS, EXCEPT RATIO DATA)

EARNINGS AVAILABLE TO FIXED-CHARGES:
Income before income taxes $\$ 415,865$ \$685, 487 \$230,939 \$816, 973 \$544,590


FIXED-CHARGES:
Interest expense
portion of rent determined
to be interest (1) $36,951 \quad 33,957 \quad 30,319 \quad 26,287 \quad 23,343$


| $\$ 201,111$ | $\$ 190,715$ | $\$ 157,111$ | $\$ 153,493$ | $\$ 139,228$ |
| :--- | :--- | :--- | :--- | :--- |


| RATIO OF EARNINGS TO-FIXED CHARGES | 3.03 | 4.55 | 2.42 | 6.28 | 4.87 |
| :--- | :--- | :--- | :--- | :--- | :--- |



The Company has made statements in its Annual Report on Form 10 K for the year ended December 31, 2001, and the documents incorporated by reference therein that constitute forward looking statements, as - defined by the Private Securities Litigation Reform Act of 1995. These -statements are subject to risks and uncertainties. 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 cash flow, debt to capitalization ratios, interest rates, internal growth rates, Euro conversion plans and related risks, impact of changes in accounting standards, pending legal proceedings and claims (including environmental matters), future economic performance, operating income improvements, synergies, management's plans, goals and objectives for future operations and growth. These statements generally are accompanied by words such as "intend," - "anticipate," "believe," "estimate," "project," "target," "expect," "should" or similar statements. You should understand 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 forwardlooking statements. The factors that are discussed below, as well as the matters that are set forth generally in the 2001 Form 10 K and the -documents incorporated by reference therein could cause actual results to differ. Some of these factors are described as criteria for -suceess. Our failure to achieve, or limited success in achieving, —hese objectives could result in actual results differing materially from those expressed or implied in the forward looking statements. In addition, there can be no assurance that we have correctly identified and assessed all of the factors affecting the Company or that the publicly available and other information we receive with respect to these factors is complete or correct.

## - RETAIL EGONOMY

Our business depends on the strength of the retail economies in - various parts of the world, primarily in North America and to a lesser -extent Europe, Central and South America and Asia.

These retail economies are affected primarily by such factors as consumer demand and the condition of the consumer products retail industry, which, in turn, are affected by general economic conditions and events such as those of september 11, 2001. In recent years, the consumer products retail industry in the U.S. and, increasingly, -elsewhere has been characterized by intense competition and consolidation among both product suppliers and retailers. Because such competition, particularly in weak retail economies, can cause
-retailers to fail, the Company must continuously monitor, and adapt to changes in, the ereditworthiness of its customers.

## - NATURE OF THE MARKETPLACE

We compete with numerous other manufacturers and distributors of consumer products, many of which are large and well established. Our principal customers are large mass merchandisers, such as discount -stores, home centers, warehouse clubs and office superstores. The rapid growth of these large mass merchandisers, together with changes in consumer shopping patterns, have contributed to the formation of dominant multi-category retailers, many of which have strong
bargaining power with suppliers. This environment significantly
limits our ability to recover cost increases through selling prices. Other trends among retailers are to foster high levels of competition -among suppliers, to demand that manufacturers supply innovative new products and to require suppliers to maintain or reduce product prices and deliver products with shorter lead times. Another trend is for -retailers to import products directly from foreign sources.

The combination of these market influences has created an intensely competitive environment in which our principal customers continuously evaluate which product suppliers to use, resulting in pricing pressures and the need for strong end user brands, the continuing introduction of innovative new products and constant improvements in customer service.

## - NEW PRODUCT DEVELOPMENT

Our long term success in this competitive retail environment depends on our consistent ability to develop innovative new products that create consumer demand for our products. Although many of our businesses have had notable success in developing new products, we need to improve our new product development capability. There are numerous uncertainties inherent in successfully developing and introducing innovative new products on a consistent basis.

Our success also depends on our ability to improve productivity and streamline operations to control and reduce costs. We need to do this while maintaining consistently high customer service levels and making substantial investments in new product development and in 2
—marketing our end user brands. Our objective is to become our
retailer customers' low cost provider and global supplier of choice. To do this, we will need to continuously improve our manufacturing -efficiencies and develop sources of supply on a world wide basis.

The Company has within the last year added or promoted more than - 60 executives. The company's long term success depends on its ability to integrate these management changes.

## ACQUISITION INTEGRATION

-The acquisition of companies 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 acquisitions at reasonable
prices and to integrate the acquired businesses successfully,
-obtaining anticipated cost savings and operating income improvements Within a reasonable period of time, will be important factors in our -future growth.

FOREIGN OPERATIONS
Foreign operations, which include manufacturing and/or sourcing in many countries in Europe, Asia, Central and South America and Canada, are increasingly important to our business. Foreign
-operations can be affected by factors such as currency devaluation, - other currency fluctuations and the Euro currency conversion, tariffs, - nationalization, exchange controls, interest rates, limitations on foreign investment in local business and other political, economic and regulatory risks and difficulties.


[^0]:    New Product Development

[^1]:    -recognized as revenue upon shipment to customers and when all

[^2]:    ITEM 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

[^3]:    See Footnotes to Consolidated Financial Statements.

[^4]:    -FOREIGN GURRENGY TRANSLATION: Foreign currency balance sheet accounts

[^5]:    The Company has a revolving credit agreement of $\$ 1,300.0$ million that

[^6]:    The fair value of each option grant is estimated on the date of grant

[^7]:    For the purposes hereof, the following words and phrases shall

[^8]:    4.1 AMENDMENT. The Company reserves the right to amend the Plan

[^9]:    give Executive at least thirty (30) days prior written notice

