



See notes to consolidated financial statements.

NEWELL CO. AND SUBSIDIARIES  
CONSOLIDATED BALANCE SHEETS  
(Unaudited, in thousands)

	March 31, 1998	% of Total	December 31, 1997	% of Total
	-----	-----	-----	-----
<b>ASSETS</b>				
<b>CURRENT ASSETS</b>				
Cash and cash equivalents	\$ 12,548	0.3%	\$ 36,103	0.9%
Accounts receivable, net	456,388	12.3%	524,613	13.3%
Inventories, net	662,250	17.8%	625,208	15.8%
Deferred income taxes	117,878	3.2%	130,451	3.3%
Prepaid expenses and other	84,976	2.3%	65,245	1.7%
	-----	-----	-----	-----
<b>TOTAL CURRENT ASSETS</b>	<b>1,334,040</b>	<b>35.9%</b>	<b>1,381,620</b>	<b>35.0%</b>
MARKETABLE EQUITY SECURITIES	-	0.0%	307,121	7.8%
OTHER LONG-TERM INVESTMENTS	53,750	1.4%	51,020	1.3%
OTHER ASSETS	147,368	4.0%	143,893	3.6%
PROPERTY, PLANT AND EQUIPMENT, NET	703,975	18.9%	696,086	17.7%
TRADE NAMES AND GOODWILL	1,477,953	39.8%	1,364,072	34.6%
	-----	-----	-----	-----
<b>TOTAL ASSETS</b>	<b>\$3,717,086</b>	<b>100.0%</b>	<b>\$3,943,812</b>	<b>100.0%</b>
	=====	=====	=====	=====
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>				
<b>CURRENT LIABILITIES</b>				
Notes payable	\$ 41,610	1.1%	\$ 39,220	1.0%
Accounts payable	114,157	3.1%	132,374	3.4%
Accrued compensation	57,537	1.5%	79,306	2.0%
Other accrued liabilities	410,161	11.0%	388,741	9.9%
Income taxes	82,129	2.2%	11,663	0.3%
Current portion of long-term debt	1,214	0.0%	12,721	0.3%
	-----	-----	-----	-----
<b>TOTAL CURRENT LIABILITIES</b>	<b>706,808</b>	<b>18.9%</b>	<b>664,025</b>	<b>16.9%</b>
LONG-TERM DEBT	523,120	14.1%	783,980	19.9%
OTHER NONCURRENT LIABILITIES	181,080	4.9%	183,041	4.6%
DEFERRED INCOME TAXES	39,933	1.1%	90,120	2.3%
MINORITY INTEREST	8,035	0.2%	8,352	0.2%
COMPANY-OBLIGATED MANDATORILY REDEEMABLE CONVERTIBLE PREFERRED SECURITIES OF A SUBSIDIARY TRUST	500,000	13.5%	500,000	12.7%

See notes to consolidated financial statements.

NEWELL CO. AND SUBSIDIARIES  
CONSOLIDATED BALANCE SHEETS (CONT.)  
(Unaudited, in thousands)

	March 31, 1998 -----	% of Total -----	December 31, 1997 -----	% of Total -----
<b>STOCKHOLDERS' EQUITY</b>				
Common stock - authorized shares, 400.0 million at \$1 par value; Outstanding shares: 1998 - 159.3 million 1997 - 159.2 million	159,328	4.3%	159,236	4.0%
Additional paid-in capital	205,553	5.5%	204,105	5.2%
Retained earnings	1,415,943	38.1%	1,294,750	32.8%
Net unrealized gain on securities available for sale	-	0.0%	78,839	2.0%
Cumulative translation adjustment	(22,714)	(0.6)%	(22,636)	(0.6)%
	-----	-----	-----	-----
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>1,758,110</b>	<b>47.3%</b>	<b>1,714,294</b>	<b>43.4%</b>
	-----	-----	-----	-----
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$3,717,086</b>	<b>100.0%</b>	<b>\$3,943,812</b>	<b>100.0%</b>
	=====	=====	=====	=====

See notes to consolidated financial statements.

NEWELL CO. AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
(Unaudited, in thousands)

	For the Three Months Ended March 31,	
	----- 1998 ----	----- 1997 ----
<b>OPERATING ACTIVITIES:</b>		
Net income	\$149,863	\$37,763
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	33,823	30,151
Deferred income taxes	12,599	11,357
Net gain on sale of marketable equity securities	(115,674)	-
Write-off of intangible assets and other	4,288	-
Other	(1,005)	(264)
Changes in current accounts, excluding the effects of acquisitions:		
Accounts receivable	84,908	44,717
Inventories	(29,381)	(17,859)
Other current assets	(21,929)	7,438
Accounts payable	(26,970)	(21,613)
Accrued liabilities and other	(30,712)	(49,445)
	-----	-----
<b>NET CASH PROVIDED BY OPERATING ACTIVITIES</b>	<b>59,810</b>	<b>42,245</b>
	-----	-----
<b>INVESTING ACTIVITIES:</b>		
Acquisitions, net	(132,474)	(117,625)
Expenditures for property, plant and equipment	(27,095)	(15,399)
Sale of marketable equity securities	378,321	-
Disposals of non-current assets and other	(3,968)	9,093
	-----	-----
<b>NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES</b>	<b>214,784</b>	<b>(123,931)</b>
	-----	-----

NEWELL CO. AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS (CONT.)  
(Unaudited, in thousands)

	For the Three Months Ended Ended March 31,	
	1998	1997
	-----	-----
FINANCING ACTIVITIES:		
Proceeds from issuance of debt	\$ 27,129	\$137,418
Proceeds from exercised stock options and other	1,540	3,117
Payments on notes payable and long-term debt	(297,106)	(25,620)
Cash dividends	(28,670)	(25,432)
	-----	-----
NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES	(297,107)	89,483
	-----	-----
Exchange rate effect on cash	(1,042)	(6,459)
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(23,555)	1,338
Cash and cash equivalents at beginning of year	36,103	4,360
	-----	-----
CASH AND CASH EQUIVALENTS AT END OF PERIOD	\$ 12,548	\$ 5,698
	=====	=====
Supplemental cash flow disclosures -		
Cash paid during the period for:		
Interest	\$ 19,401	\$ 14,877
Income taxes	4,556	5,294

See notes to consolidated financial statements.

NEWELL CO. AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1 GENERAL INFORMATION

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

NOTE 2 - ACQUISITIONS

On March 5, 1997, the Company purchased Insilco Corporation's Rolodex business unit ("Rolodex"), a marketer of office products including card files, personal organizers and paper punches. Rolodex was integrated into the Company's Newell Office Product division. On May 30, 1997, the Company acquired Cooper Industries Incorporated's Kirsch business ("Kirsch"), a manufacturer and distributor of drapery hardware and custom window coverings in the United States and international markets. The Kirsch North American operations were combined with the Newell Window Furnishings division. The European operations of Kirsch exist as a separate division, Kirsch Window Fashions Europe. On June 13, 1997, the Company acquired Rubbermaid Incorporated's office products business, including the ELDON brand name (now referred to as "Eldon"). Eldon is a designer, manufacturer and supplier of computer and plastic desk accessories, resin-based office furniture and storage and organization products. Eldon was integrated into the Company's Newell Office Products division. On March 30, 1998, the Company acquired Swish Track and Pole ("Swish") from Newmond PLC. Swish is a manufacturer and marketer of decorative and functional window furnishings in Europe and operates as part of Kirsch Window Fashions Europe. For these and other minor acquisitions, the Company paid \$848.1 million in cash and assumed \$15.4 million of debt. The transactions were accounted for as purchases; therefore, results of operations are included in the accompanying consolidated financial statements since their respective dates of acquisition. The acquisition costs were allocated on a preliminary basis to the fair market value of the assets acquired and liabilities assumed and resulted in trade names and goodwill of approximately \$601.1 million. The final adjustments to the purchase price allocations are not expected to be material to the consolidated financial statements. The unaudited consolidated results of operations for the three months ended March 31, 1998 and 1997 on a pro forma basis, as though the Rolodex, Kirsch, Eldon and Swish businesses had

been acquired on January 1, 1997, are as follows (in millions, except per share amounts):

	Three Months Ended March 31,	
	1998	1997
Net sales	\$763.9	\$770.9
Net income	149.4	34.6
Earnings per share (basic)	0.94	0.22

#### NOTE 3 INVENTORIES

The components of inventories at the end of each period, net of the LIFO reserve, were as follows (in millions):

	March 31, 1998	December 31, 1997
Materials and supplies	\$ 154.1	\$ 136.0
Work in process	114.0	100.6
Finished products	394.2	388.6
	\$ 662.3	\$ 625.2

#### NOTE 4 MARKETABLE EQUITY SECURITIES

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 stockholders' equity (and excluded from earnings). Marketable Equity Securities at December 31, 1997 are summarized as follows (in millions):

	December 1997
Aggregate market value	\$ 307.1
Aggregate cost	176.8
Unrealized gain	\$ 130.3

On March 3, 1998, the Company sold all of its marketable equity securities, which included 7,862,300 shares it held in The Black & Decker Corporation. The Black & Decker transaction resulted in net proceeds of approximately \$378.3 million and a net pre-tax gain, after fees and expenses, of approximately \$191.5 million.



## NOTE 5 PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment at the end of each period consisted of the following (in millions):

	March 31, 1998	December 31, 1997
	-----	-----
Land	\$ 41.1	\$ 33.8
Buildings and improvements	277.9	272.1
Machinery and equipment	850.9	835.4
	-----	-----
	\$ 1,169.9	\$1,141.3
Allowance for depreciation	(465.9)	(445.2)
	-----	-----
	\$ 704.0	\$ 696.1
	=====	=====

## NOTE 6 - LONG-TERM DEBT

Long-term debt at the end of each period consisted of the following (in millions):

	March 31, 1998	December 31, 1997
	-----	-----
Medium-term notes	\$ 263.0	\$ 263.0
Commercial paper	241.0	517.0
Other long-term debt	20.3	16.7
	-----	-----
	524.3	796.7
Current portion	(1.2)	(12.7)
	-----	-----
	\$ 523.1	\$ 784.0
	=====	=====

Commercial paper in the amount of \$241.0 million at March 31, 1998 was classified as long-term since it is supported by the 5-year \$1.3 billion revolving credit agreement.

## NOTE 7 MANDATORILY REDEEMABLE CONVERTIBLE PREFERRED SECURITIES OF A SUBSIDIARY TRUST OF THE COMPANY

In December 1997, a wholly owned subsidiary trust of the Company issued 10,000,000 of its 5.25% convertible quarterly income preferred securities (the "Convertible Preferred Securities"), with a liquidation preference of \$50 per security, to certain institutional buyers. The Convertible Preferred Securities represent an undivided beneficial interest in the assets of the trust. Each of the Convertible Preferred Securities is convertible at the option of the holder into shares of the Company's Common Stock at the rate of 0.9865 shares of Common Stock for each preferred security (equivalent to \$50.685 per share of Common Stock), subject to adjustment in certain

circumstances. Holders of the Convertible Preferred Securities are entitled to a quarterly cash distribution at the annual rate of 5.25% of the \$50 liquidation preference commencing March 1, 1998. The Convertible Preferred Securities are subject to a Company guarantee and are callable by the Company initially at 103.15% of the liquidation preference beginning in December 2001 and decreasing over time to 100% of the liquidation preference beginning in December 2007.

The trust invested the proceeds of this issuance of the Convertible Preferred Securities in \$500 million of the Company's 5.25% Junior Convertible Subordinated Debentures due 2027 (the "Debentures"). The Debentures are the sole assets of the trust, mature December 1, 2027, bear interest at the rate of 5.25%, payable quarterly, commencing March 1, 1998, and are redeemable by the Company beginning in December 2001. The Company may defer interest payments on the Debentures for a period not to exceed 20 consecutive quarters during which time distribution payments on the Convertible Preferred Securities are also deferred. Under this circumstance, the Company may not declare or pay any cash distributions with respect to its capital stock or debt securities that rank PARI PASSU with or junior to the Debentures. The Company has no current intention to exercise its right to defer payments of interest on the Debentures.

The Convertible Preferred Securities are reflected as outstanding in the Company's consolidated financial statements as Company-Obligated Mandatorily Redeemable Convertible Preferred Securities of a Subsidiary Trust.

#### NOTE 8 EARNINGS PER SHARE

Effective December 31, 1997, the Company adopted SFAS No. 128, "Earnings Per Share." As a result, the Company's reported earnings per share for 1997 were restated. The impact on previously reported earnings per share was immaterial. The earnings per share amounts are computed based on the weighted average monthly number of shares outstanding during the year. "Basic" earnings per share are calculated by dividing net income by weighted average shares outstanding. "Diluted" earnings per share are calculated by dividing net income by weighted average shares outstanding, including the assumption of the exercise and/or conversion of all potentially dilutive securities ("in the money" stock options and convertible preferred securities). A reconciliation of the difference between basic and diluted earnings per share for the first quarter of 1998 is shown below (in millions, except per share amounts):

	Basic Earnings Earnings Share -----	"In the money" stock options -----	Convertible Preferred Securities -----	Diluted Earnings per Share -----
Net Income	\$ 149.9	\$ -	\$ 4.0	\$ 153.9
Weighted average shares outstanding	159.3	0.7	9.9	169.9
Earnings per Share	\$ 0.94			\$ 0.91

Basic and diluted earnings per share for the first quarter of 1997 were \$.24.

## NOTE 9 COMPREHENSIVE INCOME

In the first quarter of 1998, the Company adopted SFAS No. 130, "Reporting Comprehensive Income." The Company's Comprehensive Income consists of net income, foreign currency translation adjustments and unrealized gains on marketable equity securities (if any).

The Company sold its stake in The Black & Decker Corporation during the first quarter of 1998 and has no other material marketable equity security position as of March 31, 1998. Therefore, the Company's Comprehensive Income in the first quarter of 1998 includes, in addition to net income, only foreign currency translation adjustments, which were immaterial. The Company's Comprehensive Income in the first quarter of 1997 included unrealized gains on marketable equity securities of \$9.8 million, offset partially by currency translation losses of \$6.5 million.

The accumulated Other Comprehensive Income balances are summarized as follows (in millions):

	Foreign Currency Translation -----	Net Unrealized Gain On Securities Available for Sale (1) -----	Accumulated Other Comprehensive Income -----
Balance at December 31, 1997	\$ (22.6)	\$ 78.8	\$ 56.2
Change during three months ended March 31, 1998	(0.1)	(78.8)	(78.9)
Balance at March 31, 1998	\$ (22.7) =====	\$ - =====	\$ (22.7) =====

(1) On March 3, 1998, the Company sold its stake in The Black & Decker Corporation and realized a net pre-tax gain of approximately \$191.5 million (\$115.7 million after taxes). The difference between the \$78.8 million after tax balance at December 31, 1997 and the \$115.7 million after tax gain recorded in the first quarter of 1998 primarily represents the appreciation on the shares sold from December 31, 1997 through March 3, 1998.

## NOTE 10 INTERIM SEGMENT REPORTING

Effective December 31, 1998, the Company will adopt SFAS No. 131, "Disclosure about Segments of an Enterprise and Related Information." After reviewing the criteria for determining segments of an enterprise, the Company believes it has three reportable segments under the reporting requirements: Hardware and Home Furnishings, Office Products, and Housewares. The Company believes that this segmentation is appropriate because it organizes its product categories into these groups when making operating decisions and

assessing performance. The Company Divisions included in each group also sell primarily to the same retail channel: Hardware and Home Furnishings (home centers and hardware stores), Office Products (office superstores and contract stationers), and Housewares (discount stores and warehouse clubs). Financial statement disclosures regarding segments will commence with the 1998 10-K Report filing.

**NOTE 11 DISCLOSURES ABOUT PENSIONS AND OTHER POSTRETIREMENT BENEFITS**

Effective December 31, 1998, the Company will adopt SFAS No. 132, "Employers' Disclosures about Pensions and Other Postretirement Benefits." Management believes that the adoption of this statement will not be material to the consolidated financial statements.

**NOTE 12 SUBSEQUENT EVENT**

On May 7, 1998, the Company completed the acquisition of Calphalon Corporation in a stock-for-stock transaction. The transaction will be accounted for as a pooling-of-interests, and as such, will require a restatement of the financial statements for all periods presented. The restatements will commence with the filing of the Form 10-Q for the period ended June 30, 1998. Management believes the restatements will not materially affect the consolidated financial statements.

## PART I.

## Item 2.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
RESULTS OF OPERATIONS AND FINANCIAL CONDITION

## RESULTS OF OPERATIONS

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

	Three Months Ended March 31,	
	----- 1998 -----	1997 -----
Net Sales	100.0%	100.0%
Cost of Products Sold	70.1 -----	69.9 -----
 GROSS INCOME	 29.9	 30.1
Selling, general and administrative expenses	17.2	17.5
 OPERATING INCOME	----- 12.7	----- 12.6
Nonoperating expenses (income):		
Interest expense	1.6	2.0
Other, net	(22.1) -----	0.7 -----
Net nonoperating expenses (income)	(20.5) -----	2.7 -----
 INCOME BEFORE INCOME TAXES	 33.2	 9.9
Income taxes	13.1 -----	3.9 -----
 NET INCOME	 20.1% =====	 6.0% =====

## THREE MONTHS ENDED MARCH 31, 1998 VS. THREE MONTHS ENDED MARCH 31, 1997

Net sales for the first three months of 1998 were \$747.3 million, representing an increase of \$117.9 million or 18.7% from \$629.4 million in the comparable quarter of 1997. The overall increase in net sales was primarily attributable to contributions from Rolodex (acquired in March 1997), Kirsch (acquired in May 1997), Eldon (acquired in June 1997) and strong shipments at the Sanford writing instruments business. Net sales for each of the Company's product groups (and the primary reasons for the increase or decrease) were as follows, in millions:

	1998	1997	% Change
	----	----	-----
Hardware & Home Furnishings	\$ 373.6	\$ 297.9	25.4% (1)
Office Products	202.9	150.2	35.1% (2)
Housewares	170.8	181.3	-5.8% (3)
	-----	-----	
	\$ 747.3	\$ 629.4	18.7
	=====	=====	

- (1) Internal growth\* of 3% plus the Kirsch acquisition.
- (2) Internal growth of 8% plus the Rolodex and Eldon acquisitions.
- (3) Internal sales declines due to soft European economies and U.S. mass merchant sales.

\* The Company defines internal growth as growth from the core businesses, which include continuing businesses owned more than two years and minor acquisitions.

Gross income as a percentage of net sales in the first three months of 1998 was 29.9% or \$223.4 million versus 30.1% or \$189.3 million in the comparable quarter of 1997. Gross margins at the Company's core businesses were maintained while the 1997 acquisitions had gross margins which were slightly lower than the Company's average gross margins. As these acquisitions are integrated, the Company expects their gross margins to improve.

Selling, general and administrative expenses ("SG&A") in the first three months of 1998 were 17.2% of net sales or \$128.7 million versus 17.5% or \$110.0 million in the comparable quarter of 1997. SG&A as a percentage of net sales declined in 1997 as a result of lower core business SG&A spending as a percentage of sales, offset partially by Kirsch, which had a higher SG&A than the Company's average SG&A as a percentage of net sales. As this acquisition is integrated, the Company expects its SG&A spending as a percentage of net sales to decline.

Operating income in the first three months of 1998 was 12.7% of net sales or \$94.7 million versus 12.6% or \$79.3 million in the comparable quarter of 1997. The slight increase in operating margins was

primarily due to an increase in margins at several of the company's core businesses. This increase was offset partially by the 1997 acquisitions, which had operating margins that were slightly lower than the Company's average operating margins.

Net nonoperating income in the first three months of 1998 was 20.5% of net sales or \$153.4 million versus net nonoperating expenses of 2.7% of net sales or \$16.8 million in the comparable quarter of 1997. The \$170.2 million increase in income was due to a one-time net gain of \$191.5 million on the sale of the Company's stake in The Black & Decker Corporation. This gain was offset partially by one-time charges (which included write-offs of intangible assets) of \$11.4 million. The Company expects to record additional one-time charges in the subsequent quarters of 1998 for restructuring related to 1998 acquisitions which were in process at March 31, 1998 but not yet completed. In addition, net nonoperating expenses increased in 1998 as a result of \$3.1 million in additional trade names and goodwill amortization related to the 1997 acquisitions and \$6.7 million of distributions related to the convertible preferred securities issued by a subsidiary trust in December 1997.

For the first three months of both 1998 and 1997, the effective tax rate was 39.6%.

Net income for the first three months of 1998 was \$149.9 million, representing an increase of \$112.1 million from the comparable quarter of 1997. Basic earnings per share increased 291.7% to \$0.94 in the first quarter of 1998 versus \$0.24 in the first quarter of 1997. Diluted earnings per share increased 279.2% to \$0.91 vs. \$0.24 in the first quarter of 1997. Excluding the one-time net gain on the sale of Black & Decker stock of \$191.5 million (\$115.7 million after taxes) and one-time charges of \$11.4 million (\$6.9 million after taxes), net income increased \$3.3 million or 8.7% to \$41.1 million the first quarter of 1998 versus \$37.8 million in 1997. Basic and diluted earnings per share, excluding the nonrecurring items, increased 8.3% to \$0.26 versus \$0.24 in the first quarter of 1997.

#### LIQUIDITY AND CAPITAL RESOURCES

##### SOURCES:

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 the first three months of 1998 was \$59.8 million, representing an increase of \$17.6 million from \$42.2 million for the comparable quarter of 1997. The increase was due to higher collections of receivables resulting from strong 1997 fourth quarter sales.

On March 3, 1998, the Company received \$378.3 million from the sale of 7,862,300 shares of Black & Decker common stock. The proceeds from the sale were used to pay down commercial paper.

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 discretion of the lender. The Company's uncommitted lines of credit do not have a material impact on the Company's liquidity. Borrowings under the Company's uncommitted lines of credit at March 31, 1998 totaled \$41.6 million.

During 1997, the Company amended its revolving credit agreement to increase the aggregate borrowing limit to \$1.3 billion, at a floating interest rate. The revolving credit agreement will terminate in August 2002. At March 31, 1998, there were no borrowings under the revolving credit agreement.

In lieu of borrowings under the Company's revolving credit agreement, the Company may issue up to \$1.3 billion 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 March 31, 1998, \$241.0 million (principal amount) of commercial paper was outstanding. The entire amount is classified as long-term debt.

The Company has a universal shelf registration statement under which the Company may issue up to \$500.0 million of debt and equity securities, subject to market conditions. At March 31, 1998, the Company had not issued any securities under that registration statement.

At March 31, 1998, the Company had outstanding \$263.0 million (principal amount) of medium-term notes issued under a previous shelf registration statement with maturities ranging from five to ten years at an average annual rate of interest equal to 6.3%.

#### USES:

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

Cash used in acquiring businesses was \$132.5 million and \$117.6 million in the first three months of 1998 and 1997, respectively. In the first quarter of 1998, the Company acquired Swish Track and Pole and made another minor acquisition for cash purchase prices totaling \$127.7 million. In the first quarter of 1997, the Company acquired Rolodex for a cash purchase price of \$118.0 million. All of these acquisitions were accounted for as purchases and were paid for with proceeds obtained from the issuance of commercial paper.

Capital expenditures were \$27.1 million and \$15.4 million in the first three months of 1998 and 1997, respectively.

The Company has paid regular cash dividends on its common stock since 1947. On February 10, 1998, the quarterly cash dividend was increased to \$0.18 per share from the \$0.16 per share that had been paid since February 11, 1997. Prior to this date, the quarterly cash dividend



paid was \$0.14 per share since February 6, 1996, which was an increase from the \$0.12 per share paid since May 11, 1995. Aggregate dividends paid during the first three months of 1998 and 1997 were \$28.7 million and \$25.4 million, respectively.

Retained earnings increased in the first three months of 1998 and 1997 by \$121.2 million and \$12.3 million respectively. The increase in 1998 was primarily due to a net gain of \$191.5 million (\$115.7 million after taxes) on the sale of the Black & Decker common stock.

Working capital at March 31, 1998 was \$627.2 million compared to \$717.6 million at December 31, 1997. The current ratio at March 31, 1998 was 1.89:1 compared to 2.08:1 at December 31, 1998.

Total debt to total capitalization (total debt is net of cash and cash equivalents, and total capitalization includes total debt, convertible preferred securities and stockholders equity) was .20:1 at March 31, 1998 and .27:1 at December 31, 1997. The decrease in the first quarter of 1998 was primarily due to the use of the net proceeds from the sale of the Black & Decker common stock to pay down commercial paper.

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

#### MARKET RISK

The Company's market risk is impacted by changes in interest rates, foreign currency exchange rates, and certain commodity prices. Pursuant to the Company's policies, natural hedging techniques and derivative financial instruments may be utilized to reduce the impact of adverse changes in market prices. The Company does not hold or issue derivative instruments for trading purposes, and has no material sensitivity to changes in market rates and prices on its derivative financial instrument positions.

The Company's primary market risk is interest rate exposure, primarily in the United States. The Company manages interest rate exposure through its conservative debt ratio target and its mix of fixed and floating rate debt. Interest rate exposure was reduced significantly in 1997 from the issuance of \$500 million 5.25% Company-Obligated Mandatorily Redeemable Convertible Preferred Securities of a Subsidiary Trust, the proceeds of which reduced commercial paper. Interest rate swaps may be used to adjust interest rate exposures when appropriate based on market conditions, and, for qualifying hedges, the interest differential of swaps is included in interest expense.

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: 1) offsetting or netting of like foreign currency flows, 2) structuring foreign subsidiary balance sheets with appropriate levels of debt to

reduce subsidiary net investments and subsidiary cash flows subject to conversion risk, 3) converting excess foreign currency deposits into U.S. dollars or the relevant functional currency and 4) avoidance of risk by denominating contracts in the appropriate functional currency. In addition, the Company utilizes forward contracts and purchased options to hedge commercial and intercompany transactions. Gains and losses related to qualifying hedges of commercial transactions are deferred and included in the basis of the underlying transactions. Derivatives used to hedge intercompany transactions are marked to market with the corresponding gains or losses included in the consolidated statements of 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.

Based on the Company's overall interest rate, currency rate and commodity price exposures at March 31, 1998, management of the Company believes that a short-term change in any of these exposures will not have a material effect on the consolidated financial statements of the Company.

#### YEAR 2000 COMPUTER COMPLIANCE

In order to address the "Year 2000 Problem" relating to the inability of certain computer software programs to process 2-digit year-date codes after December 31, 1999, the Company has conducted a comprehensive review of its computer systems and formulated a plan to modify or replace programs where necessary. It is anticipated that all reprogramming efforts for major systems will be completed by December 31, 1998, allowing more than adequate time for testing. The Company has received confirmations from its primary vendors and customers that they have plans underway to address this issue as well. Management believes that the total cost of implementing the Year 2000 plan will not be significant to the Company's financial results.

#### 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, such matters as sales, income, expenses, margins, earnings per share, return on equity, capital expenditures, dividends, capital structure, free cash flow, debt to capitalization ratios, internal growth rates, future economic performance, 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, and that 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 the Company's Annual Report on Form 10-K, the documents incorporated by reference therein and in Exhibit 99 thereto.

## PART I.

## Item 3.

## QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

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 Conditions (Part I, Item 2).

## PART II. OTHER INFORMATION

## Item 1. Legal Proceedings

As of March 31, 1998, the Company was involved in 35 matters concerning federal and state environmental laws and regulations, including matters in which it has been identified by the U.S. Environmental Protection Agency and certain state environmental agencies as a potentially responsible party ("PRP") for contaminated sites under the 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 CERCLA site relative to that of other PRPs: the kind of waste; where applicable, the terms of existing cost sharing and other 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. Based on information available to it, the Company's estimate of environmental response costs associated with these matters as of March 31, 1998 ranged between \$19.0 million and \$26.4 million. As of March 31, 1998, the Company had a reserve equal to \$22.7 million for such environmental 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. Because of the uncertainties associated with environmental 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 acquired, actual costs to be incurred by the Company may vary from the Company's estimates. Subject to difficulties in estimating future environmental costs, the Company does not expect that any sum it may have to pay in connection with environmental matters in excess of amounts reserved will have a material adverse effect on its consolidated financial statements.

Reference is made to the disclosure of several legal proceedings relating to the importation and distribution of vinyl mini-blinds made with plastic containing lead stabilizers in Note 15 to the consolidated financial statements included in the Company's Annual

Report on Form 10-K for the year ended December 31, 1997. With respect to the civil suit filed by the California Attorney General and the Alameda County District Attorney against numerous defendants, including a subsidiary of the Company (which was coordinated with the case filed as a national and California private class action in 1997), on April 24, 1998, the California Attorney General moved to settle his action against the subsidiary of the Company and most of the other defendants pursuant to a Stipulated Consent Judgment. The Company's contribution to the judgment amount is not expected to be material to the Company's consolidated financial statements. Other related litigation described in Note 15 remains pending. Although management of the Company cannot predict the ultimate outcome of these matters with certainty, it believes that their ultimate resolution will not have a material effect on the Company's consolidated financial statements.

Item 6. Exhibits and Reports on Form 8-K

a) Exhibits:

11. Computation of Earnings per Share of Common Stock
12. Statement of Computation of Ratio of Earnings to Fixed Charges
27. Financial Data Schedule

b) Reports on Form 8-K:

Registrant filed a Report on Form 8-K dated March 3, 1998, reporting the sale by Registrant of its shares of common stock of The Black & Decker Corporation.

SIGNATURES

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

NEWELL CO.  
Registrant

Date: May 11, 1998

/s/ William T. Alldredge  
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William T. Alldredge  
Vice President - Finance

Date: May 11, 1998

/s/ Brett E. Gries  
-----  
Brett E. Gries  
Vice President - Accounting & Tax

## EXHIBIT 11

NEWELL CO. AND SUBSIDIARIES  
 COMPUTATION OF EARNINGS  
 PER SHARE OF COMMON STOCK  
 (In thousands, except per share data)

	Y-T-D through March 31, 1998	For the Year Ended December 31,		
		1997	1996	1995
Basic Earnings per Share:				
Net income	\$ 149,863	\$ 290,402	\$ 256,479	\$ 222,471
Weighted average outstanding	159,289	159,079	158,764	158,212
Basic Earnings per Share	\$ 0.94	\$ 1.83	\$ 1.62	\$ 1.41
Diluted Earnings per Share:				
Net income	\$ 149,863	\$ 290,402	\$ 256,479	\$ 222,471
Minority interest in income of subsidiary trust, net of tax	4,034	923	-	-
Net income, assuming conversion of all applicable securities	\$ 153,897	\$ 291,325	\$ 256,479	\$ 222,471
Weighted average shares outstanding:	159,289	159,079	158,764	158,212
Incremental common shares applicable to common stock options based on the market price during the period	722	622	423	318
Average common shares issuable assuming conversion of the Company-Obligated Mandatorily Redeemable Convertible Preferred Securities of a Subsidiary Trust	9,865	513	-	-
Weighted average shares outstanding assuming full dilution	169,876	160,214	159,187	158,530
Diluted Earnings per Share assuming conversion of all applicable securities	\$ 0.91	\$ 1.82	\$ 1.61	\$ 1.40

NEWELL CO. AND SUBSIDIARIES  
STATEMENT OF COMPUTATION OF  
RATIO OF EARNINGS TO FIXED CHARGES  
(In thousands, except ratio data)

	Y-T-D through March 31, 1998	For the Twelve Months Ended December 31,			
		1997	1996	1995	1994
Earnings available to fixed charges:					
Income before income taxes	\$ 68,003 (1)	\$ 480,799	\$424,634	\$370,785	\$329,292
Fixed charges:					
Interest expense	11,825	73,621	56,989	49,812	29,970
Portion of rent determined to be interest (2)	4,249	16,633	14,855	12,634	10,494
Minority interest in income of subsidiary trust	6,678	1,526	-	-	-
Eliminate equity in earnings	(2,775)	(5,831)	(6,364)	(5,993)	(5,661)
	<u>\$ 87,980</u>	<u>\$ 566,748</u>	<u>\$490,114</u>	<u>\$427,238</u>	<u>\$364,095</u>
Fixed charges:					
Interest expense	11,825	73,621	56,989	49,812	29,970
Portion of rent determined to be interest (2)	4,249	16,633	14,855	12,634	10,494
Minority interest in income of subsidiary trust	6,678	1,526	-	-	-
	<u>\$ 22,752</u>	<u>\$ 91,780</u>	<u>\$71,844</u>	<u>\$62,446</u>	<u>\$40,464</u>
Ratio of earnings to fixed charges	3.87	6.18	6.82	6.84	9.00

(1) Excludes one-time net gain of \$191,513 from the sale of Black & Decker stock, offset partially by \$11,398 of one-time charges.

(2) A standard ratio of 33% was applied to gross rent expense to approximate the interest portion of short-term and long-term leases.

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

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	3-MOS	
	DEC-31-1998	
	MAR-31-1998	
		12,548
	0	
	456,388	
	(17,010)	
	662,250	
1,334,040		1,169,867
	465,892	
706,808	3,717,086	
		523,120
500,000	0	
	159,328	
3,717,086	1,598,782	
		747,270
	223,436	
		523,834
	652,571	
	(153,419)	
	1,235	
11,825	248,118	
	98,255	
149,863		
	0	
	0	
	0	
	149,863	
	0.94	
	0.91	

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