#### SECURITIES AND EXCHANGE COMMISSION

#### Washington, DC 20549

# FORM 8-K

#### CURRENT REPORT

Pursuant to Section 13 or 15(d) of the

Securities Exchange Act of 1934

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Date of Report (Date of earliest event reported): October 17, 2001

SONOCO PRODUCTS COMPANY

Incorporated under the Commission File No. 0-516 I.R.S. Employer laws of South Carolina Identification No. 57-0248420

North Second Street

# Post Office Box 160

#### Hartsville, South Carolina 29551-0160

Telephone: 843-383-7000

Item 5. Other Events

#### Third Quarter Earnings

Please see Exhibit 99 for excerpts from the Registrant's 2001 third quarter earnings release.

## Recent Acquisition

On October 25, 2001, the Company completed its previously announced all-cash purchase of privately-held Hayes Manufacturing Group Inc. Hayes Manufacturing manufactures paper-based tubes, cores and composite cans and is headquartered in Neenah, Wisconsin.

The purchase of Hayes, which had 2000 sales of approximately \$56 million, is expected to be slightly accretive to earnings in the first year.

## **Cautionary Statements**

Statements included herein that are not historical in nature are intended to be, and are hereby identified as, "forward-looking statements" for purposes of the safe harbor provided by Section 21E of the Securities Exchange Act of 1934, as amended. Such forward-looking statements are based on current expectations, estimates and projections about the Company's industry, management's beliefs and certain assumptions made by management. Such information includes, without limitation, discussions as to estimates, expectations, beliefs, plans, strategies and objectives concerning the Company's future financial and operating performance.

These statements are not guarantees of future performance and are subject

to certain risks, uncertainties and assumptions that are difficult to predict. Therefore, actual results may differ materially from those expressed or forecasted in such forward-looking statements. Such risks and uncertainties include, without limitation availability and pricing of raw materials; success of new product development and introduction; ability to maintain or increase productivity levels; international, national and local economic and market conditions; ability to maintain market share; pricing pressures and demand for products; continued strength of the Company's paperboard-based tube, core and composite can operations; anticipated results of restructuring activities; ability to successfully integrate newly acquired businesses into the Company's operations; currency stability and the rate of growth in foreign markets; and actions of government agencies. Additional information concerning some of the factors that could cause materially different results is included in the Company's reports on Forms 10-K, 10-Q and 8-K filed with the Securities and Exchange Commission. Such reports are available from the Securities and Exchange Commission's public reference facilities and its Internet website or from the Company's investor relations department.

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### Item 7. Financial Statements and Exhibits

Exhibit 99 Excerpts from Registrant's 2001 Third Quarter Earnings Release

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#### SIGNATURE

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, hereunto duly authorized.

SONOCO PRODUCTS COMPANY (Registrant)

Date: October 29, 2001

By: /s/ F. T. Hill, Jr. F. T. Hill, Jr. Vice President and Chief Financial Officer

# EXHIBIT INDEX

Exhibit 99 Excerpts from Registrant's 2001 Third Quarter Earnings Release

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# EXCERPTS FROM SONOCO PRODUCTS COMPANY'S 2001 THIRD QUARTER EARNINGS RELEASE

Hartsville, SC - - Sonoco (NYSE:SON) today reported earnings per diluted share, excluding one-time adjustments, of \$.41 for the third quarter of 2001, compared with \$.42 for the same period in 2000 and in line with previous Company guidance, it was announced by Harris E. DeLoach, Jr., president and chief executive officer.

Sales for the third quarter of 2001 were \$649.3 million, versus \$677.5 million in the same period last year. Excluding one-time transactions, net income for the third quarter of 2001 was \$39.7 million, versus \$41.9 million in the third quarter of 2000. Including one-time transactions, net income for the third quarter 2001 was \$42.8 million, versus \$38.5 million in the third quarter of 2000. Including one-time adjustments, earnings per diluted share for the third quarter 2001 were \$.45. One-time items in the third quarter included a net gain of \$6.1 million from legal settlements. Free cash flow, after capital expenditures of \$2001 was \$88.6 million, versus \$52.8 million in the third quarter of last year.

For the first nine months of 2001, sales were \$1.93 billion, versus \$2.04 billion in the same period last year. The first quarter of 2000 included stronger volumes while the first nine months of 2000 reflected higher selling prices, primarily related to trade sales of recovered paper, compared with the first nine months of this year. Excluding one-time transactions, net income for the first nine months of 2001 was \$112.1 million, versus \$133.4 million in the same period last year. Including one-time transactions, net income for this year's first nine months was \$64.4 million, versus \$129.9 million in the first nine months of 2000. Free cash flow, after capital expenditures of \$74.3 million and dividends of \$57 million for this year's first nine months, was \$155.3 million, versus \$133.3 million in the same period of 2000. Free cash flow approximately \$174 million in acquisitions.

"Sales and earnings continued to be adversely impacted by weak volume, reflecting recessionary-type general economic conditions, particularly in the nation's manufacturing sector. Company-wide volume decreases averaged approximately 4%, compared with the same period last year. This decrease resulted primarily from a 6% decline in the Company's industrial segment volume, principally in our North American engineered carriers/paper business," said DeLoach. He noted that volumes had weakened in Europe, though were still stronger than in North America. DeLoach also said that lower prices for trade sales of recovered paper had hurt third quarter results.

"Soft volumes in our engineered carriers/paper business are being driven by continuing weakness in all our industrial customer segments. We see no current signs of improvement, with volumes remaining relatively flat on a consecutive quarterly basis," stated DeLoach. "We have not yet seen any significant change since the September 11 tragedies," he added.

"For the second consecutive quarter, sales and profits improved in the Company's consumer segment. Increased sales in flexible packaging reflecting the initial impact of the previously announced \$60 million of new flexible business on an annual basis, continued increases in sales and profits from packaging services, improved profits in composite cans and in our high density film business plus the initial effect of the acquisition of Phoenix Packaging (makers of easy-open metal closures), all helped partially offset the decline in industrial volumes," stated DeLoach. He also said that the quarter was helped by the progressively positive effect from about \$10 million year-to-date of at least \$30 million expected in annualized savings from completed restructuring actions.

#### Segment Review Consumer Packaging

The Consumer Packaging segment includes composite cans; flexible packaging (printed flexibles, high density bags and film products); and packaging services and specialty products (supply chain management/e-marketplace, graphics management, folding cartons and paper glass covers and coasters).

Third quarter 2001 sales for the consumer segment were \$329.2 million, versus \$308.8 million in the same period last year, excluding divested operations. Operating profit for this segment, excluding divested operations, was \$29.8 million, versus \$25.8 million in the third quarter of 2000.

Sales for the first nine months in the consumer segment were \$952.3

million, versus \$921 million in the same period of 2000, excluding divested operations. Operating profit in this segment, excluding one-time charges and divested operations, was \$84.9 million, versus \$85.7 million in the same period last year.

The increase in third quarter sales was due primarily to higher revenues in packaging services and flexible packaging. The increase in profits resulted from higher sales and prices in flexible packaging; higher prices in composite cans; and a favorable cost/price relationship in high density film, along with overall higher productivity and lower fixed cost in the segment.

#### Industrial Packaging

The Industrial Packaging segment includes engineered carriers (high performance paper and plastic tubes and cores, paper manufacturing and recovered paper operations) and protective packaging (designed interior packaging and protective reels).

Third quarter 2001 sales for the industrial segment were \$320 million, versus \$362.5 million in the same period last year. Operating profit for the segment, excluding one-time transactions, was \$41.9 million, versus \$52.7 million in the same period last year.

Sales for the first nine months of 2001 in this segment were \$977.4 million, versus \$1.1 billion in 2000. Operating profit for the industrial segment in the first nine months of 2001 was \$124.8 million, excluding one-time transactions, versus \$162.1 million in the same period last year.

The decrease in third quarter sales and operating profits in the industrial sector was due primarily to lower volumes in the Company's engineered carriers and paper operations resulting from general economic conditions and does not reflect any net loss in market share. In addition, sales were negatively impacted by lower prices for outside sales of recovered paper. Higher year-over-year energy and benefit costs were more than offset by lower fixed cost due primarily to savings from restructuring and other cost savings programs.

#### Corporate

Net interest expense declined \$3.8 million quarter-over-quarter due to lower average debt levels and interest rates.

Depreciation and amortization expense for the third quarter of 2001 was \$39.8 million.

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These statements are not guarantees of future performance and are subject to certain risks, uncertainties and assumptions that are difficult to predict. Therefore, actual results may differ materially from those expressed or forecasted in such forward-looking statements. Such risks and uncertainties include, without limitation availability and pricing of raw materials; success of new product development and introduction; ability to maintain or increase productivity levels; international, national and local economic and market conditions; ability to maintain market share; pricing pressures and demand for products; continued strength of the Company's paperboard-based tube, core and composite can operations; anticipated results of restructuring activities; ability to successfully integrate newly acquired businesses into the Company's operations; currency stability and the rate of growth in foreign markets; and actions of government agencies. Additional information concerning some of the factors that could cause materially different results is included in the Company's reports on Forms 10-K, 10-Q and 8-K filed with the Securities and Exchange Commission. Such reports are available from the Securities and Exchange Commission's public reference facilities and its Internet website or from the Company's investor relations department. (Dollars and shares in thousands except per share)

THREE MONTHS ENDED NINE MONTHS ENDED ----------- ----------------- September 30, October 1, September 30, October 1, 2001 2000 2001 2000 -------- Sales \$ 649,265 \$ 677,469 \$ 1,929,692 \$ 2,042,454 Cost of sales 514,009 529,972 1,520,792 1,588,414 Selling, general and administrative expenses ..... 63,495 69,001 199,201 205,796 Other (income) ----- Income before interest and taxes ..... 77,882 72,997 163,492 242,745 Interest expense (15,026) (38,754) (45,709) Interest income 929 3,056 2,427 ------- ----- Income before income taxes ..... 67,567 58,900 127,794 199,463 Provision for income taxes\*\* ..... 25,733 22,382 65,011 75,796 ---------- Income before equity in earnings of affiliates/ Minority interest in subsidiaries ..... 41,834 36,518 62,783 123,667 Equity in earnings of affiliates/Minority interest in subsidiaries ..... 1,343 2,014 3,303 6,282 Affiliate restructuring ..... (353) - (1,658) - ----- ------Net income .....\$ 42,824 \$ 38,532 \$ 64,428 \$ 129,949 ======== ======== ====== ======= Average shares outstanding - diluted ..... 95,994 99,630 95,705 100,150 Diluted earnings per share ..... \$ .45 \$ .39 \$ .67 \$ 1.30 ======== ======== ============ ======= Dividends per common share .....\$ .20 \$ .20 \$ .60 \$ ============

\*2001 results include restructuring charges of \$111 and \$46,433 for the three months and nine months ended September 30, 2001, respectively. In addition, 2001 includes net gains from legal settlements and corporate-owned life insurance adjustments of \$6,232 and \$226 for the three and nine months ended September 30, 2001, respectively. 2000 results include executive severance agreement adjustments.

\*\*Includes \$11,300 tax expense related to the surrender of corporate-owned life insurance policies for the nine months ended September 30, 2001.

CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited) (Dollars in thousands) September 30, December 31, 2001 2000 ---- Assets Current Assets: Cash and cash equivalents ..... \$ 36,798 \$ . 35,219 Trade Accounts receivables 329,467 Other receivables 27,309 26,875 Inventories ..... 264,399 267,604 Prepaid expenses and deferred taxes -- ----- 694,728 695,793 Property, plant and equipment, net in excess of fair value of assets purchased, net 

======== Liabilities and Shareholders' Equity Current Liabilities: Payable to suppliers and others ..... \$ 418,107 \$ 373,259 Notes payable and current portion of long-term debt 57,581 18,265 ----- 512,372 437,080 Long-term debt 831,708 812,085 Postretirement benefits other than pensions taxes and other ..... 138,741 134,364 Shareholders' equity 801,471 ----- \$2,324,353 \$2,212,611 ======== ==========

> FINANCIAL SEGMENT INFORMATION (Unaudited) (Dollars in thousands)

THREE MONTHS ENDED NINE MONTHS ENDED -----September 30, October 1, September 30, October 1, 2001 2000 2001 2000 ---- ---- Net Sales Industrial Packaging ..... \$ 320,046 \$ 362,452 \$ 977,357 \$ 1,103,103 Consumer Packaging ..... 329,219 308,777 952,335 921,048 Other\* - 6,240 - 18,303 --------- Total Consumer 329,219 315,017 952,335 939,351 --------- Consolidated .....\$ 649,265 \$ 677,469 \$ 1,929,692 \$ 2,042,454 ======== ========= ======= ====== Operating Profit Industrial Packaging .....\$ 41,946 \$ 52,677 \$ 124,823 \$ 162,113 Consumer Packaging ..... 29,815 25,754 84,876 85,653 Other\* 65 478 One-time non-operational items\*\* ..... 6,121 (5,499) (46,207) (5,499) Interest, net (10,315) (14,097) (35,698) (43,282) ------ Consolidated .....\$ 67,567 \$ 58,900 \$ 127,794 \$ 199,463 \_\_\_\_\_ \_\_\_ \_\_\_ \_\_\_\_\_

\* Includes net sales and operating profits of divested businesses. \*\* Includes restructuring charges, net gains from legal settlements and corporate-owned life insurance adjustments in 2001 and executive severance agreements in 2000.