

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

-----  
FORM 10-Q  
-----

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

For the quarterly period ended June 30, 1998

OR

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

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number Q4823

ACME UNITED CORPORATION  
-----

(Exact name of registrant as specified in its charter)

CONNECTICUT  
-----

(State or other jurisdiction of  
incorporation or organization)

06-0236700  
-----

(I.R.S. Employer  
Identification No.)

75 KINGS HIGHWAY CUTOFF, FAIRFIELD, CONNECTICUT 06430  
-----

(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code:  
(203) 332-7330

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  No

Registrant had 3,370,875 shares outstanding as of August 11, 1998 of its \$2.50 par value Common Stock.

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ACME UNITED CORPORATION

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PART I. FINANCIAL INFORMATION  
ACME UNITED CORPORATION

CONDENSED CONSOLIDATED BALANCE SHEETS  
(UNAUDITED)  
(all amounts in thousands)

	June 30 1998 -----	December 31 1997 -----
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 62	\$ 25
Accounts receivable, net	10,360	7,446
Inventories:		
Finished goods	5,542	7,658
Work in process	2,199	1,229
Raw materials and supplies	5,072	5,194
	-----	-----
	12,813	14,081
Prepaid expenses and other current assets	1,095	176
	-----	-----
Total current assets	24,330	21,728
	-----	-----
Property, plant and equipment:		
Land	419	420
Buildings	3,703	3,746
Machinery and equipment	15,933	15,528
	-----	-----
	20,055	19,694
Less accumulated depreciation	12,894	12,929
	-----	-----
	7,161	6,765
Other assets	828	837
Goodwill	517	527
	-----	-----
Total assets	\$ 32,836 =====	\$ 29,857 =====

See notes to condensed consolidated financial statements.

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ACME UNITED CORPORATION  
CONDENSED CONSOLIDATED BALANCE SHEETS - continued  
(UNAUDITED)  
(all amounts in thousands)

	June 30 1998 -----	December 31 1997 -----
LIABILITIES		
Current Liabilities:		
Cash overdraft arrangements	\$ 1,022	\$ 2,538
Accounts payable	3,943	3,525
Current portion of long term debt	14,003	1,189
Restructuring liability	532	557
Other accrued liabilities	3,933	3,902
	-----	-----
Total current liabilities	23,433	11,711
Long term debt, less current portion	3,079	11,852
	-----	-----
Total liabilities	26,512	23,563

## STOCKHOLDERS' EQUITY

Common stock, par value \$2.50 :		
Authorized-4,000,000 shares;		
Issued-3,482,495 shares in 1998		
and 3,473,995 shares in 1997	8,706	8,685
Additional paid-in capital	2,251	2,238
Retained-earnings deficit	(2,687)	(2,714)
Accumulated other comprehensive loss - translation adjustment	(1,257)	(1,226)
Treasury stock-111,620 shares	(689)	(689)
	-----	-----
Total stockholders' equity	6,324	6,294
	-----	-----
Total liabilities and stockholders' equity	\$ 32,836	\$ 29,857
	=====	=====

See notes to condensed consolidated financial statements.

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ACME UNITED CORPORATION  
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS  
AND COMPREHENSIVE (LOSS) INCOME  
(UNAUDITED)

(all amounts in thousands, except per share amounts)

	Three Months Ended June 30		Six Months Ended June 30	
	1998	1997	1998	1997
	-----	-----	-----	-----
Revenues:				
Net sales	\$ 12,718	\$ 12,854	\$ 23,763	\$ 23,734
Other income	72	57	132	942
	-----	-----	-----	-----
Total revenues	12,790	12,911	23,895	24,676
	-----	-----	-----	-----
Costs and expenses:				
Cost of goods sold	9,525	9,483	17,747	17,183
Selling, general and administrative expenses	2,761	2,845	5,396	5,817
Interest expense	363	324	701	606
Restructuring and other charges	---	---	7	530
	-----	-----	-----	-----
Total expenses	12,649	12,652	23,851	24,136
	-----	-----	-----	-----
Income before income taxes	141	259	44	540
Provision for income taxes	22	37	17	37
	-----	-----	-----	-----
Net income	119	222	27	503
	-----	-----	-----	-----
Other comprehensive expenses - foreign currency translation	(19)	(33)	(31)	(156)
	-----	-----	-----	-----
Comprehensive income (loss)	\$ 100	\$ 189	\$ (4)	\$ 347
	=====	=====	=====	=====
Basic earnings per share	\$ 0.04	\$ 0.07	\$ 0.01	\$ 0.15
	=====	=====	=====	=====
Diluted earnings per share	\$ 0.03	\$ 0.06	\$ 0.01	\$ 0.14
	=====	=====	=====	=====
Weighted average number of common shares outstanding- denominator for basic per share computation	3,370	3,330	3,369	3,349
Weighted average number of dilutive stock				

options outstanding	353	330	339	314
	-----	-----	-----	-----
Denominator for diluted per share computation	3,723	3,660	3,708	3,663
	=====	=====	=====	=====

See notes to condensed consolidated financial statements.

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ACME UNITED CORPORATION  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(UNAUDITED)  
(all amounts in thousands)

	Six Months Ended June 30	
	1998	1997
	-----	-----
Operating activities:		
Net income	\$ 27	\$ 503
Adjustments to reconcile net income to net cash used by operating activities:		
Gain on sale of marketing rights	---	(846)
Depreciation	524	455
Amortization	11	76
Increase in deferred income taxes	56	---
Gain on disposal of property, plant, and equipment	51	---
Change in operating assets and liabilities:		
Accounts receivable	(3,366)	(3,279)
Inventories	1,225	(2,859)
Prepaid expenses and other current assets	(506)	(983)
Other assets	(18)	(12)
Accounts payable	427	1,700
Other accrued liabilities	113	917
	-----	-----
Net cash used by operating activities	(1,456)	(4,328)
	-----	-----
Investing activities:		
Capital expenditures	(1,284)	(922)
Proceeds from sale of property, plant, and equipment	300	165
Proceeds from sale of marketing rights	---	1,915
	-----	-----
Net cash (used) provided by investing activities	(984)	1,158
	-----	-----
Financing activities:		
Proceeds from long term debt and credit arrangements	3,741	3,509
Payments on long term debt and credit arrangements	(1,295)	(592)
Common stock issued for stock options exercised	33	96
	-----	-----
Net cash provided by financing activities	2,479	3,013
	-----	-----
Effect of exchange rate changes on cash	(2)	2
	-----	-----
Net change in cash and cash equivalents	37	(155)
Cash and cash equivalents at beginning of period	25	427
	-----	-----
Cash and cash equivalents at end of period	\$ 62	\$ 272
	=====	=====

See notes to condensed consolidated financial statements.

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(Unaudited)

Note 1 -

In the opinion of Management, the accompanying condensed consolidated financial statements contain all adjustments necessary to present fairly the financial position, results of operations and cash flows. However, the financial statements do not include all of the disclosures normally required by generally accepted accounting principles or those normally made in the Company's annual report on Form 10-K. Please refer to the Company's annual report on Form 10-K for the year ended December 31, 1997 for such disclosures. The condensed balance sheet as of December 31, 1997 was derived from the audited financial statements as of that date. The results of operations for the six months ended June 30, 1998 are not necessarily indicative of the results to be expected for the full year.

Note 2 -

The Company adopted Financial Accounting Standards Board Statement of Financial Accounting Standards No. 128, "Earnings Per Share" ("SFAS 128") as of its December 31, 1997 year-end. As such, per share amounts for 1997 as presented herein reflect the adoption of SFAS 128.

Note 3 -

As of January 1, 1998, the Company adopted SFAS 130, "Reporting Comprehensive Income". The adoption of this Statement had no impact on the Company's net income or shareholders' equity. Under SFAS 130 the Company's foreign currency translation adjustments, which are reported separately in shareholders' equity, are also required to be included in the determination of other comprehensive income or loss. The prior year financial statements have been reclassified to conform to the requirements of SFAS 130.

Note 4 -

The Company has been involved in certain environmental matters. Additionally, the Company has been involved in numerous legal actions relating to the use of certain latex products, which the Company distributes, but does not manufacture. The Company is one of many defendants. During the quarter, the Company was released from the majority of the lawsuits. While the remaining lawsuits are still in preliminary stages, there is no indication the Company's products were involved. Based on information available, the Company does not expect a significant impact on the financial position, future operations or cash flows of the Company, relating to these matters.

The Company is in the process of making a complete assessment of the impact of the Year 2000. In the U.S., the Company implemented a new information system in 1997, which should address any computer system issues related to the Year 2000. The Company has established a Year 2000 Task Force to fully evaluate the company-wide impact of the Year 2000. The Task Force is in the process of identifying all issues, and determining an action plan for testing and validating all systems. Management believes that the Year 2000 issue will not materially affect future financial results, or cause reported financial results not to be necessarily indicative of future operating results or future financial condition.

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Note 5 -

Long term debt consisted of the following:  
(all amounts in thousands) (UNAUDITED)

	June 30 1998	December 31 1997
	-----	-----
Revolving Line of Credit	\$ 11,379	\$ 10,915
Revolving Loan	2,541	---
Term Loan	1,336	600
Mortgage and Other Notes Payable	1,826	1,526
	-----	-----

	\$ 17,082	\$ 13,041
	-----	-----
Less, Current Portion	14,003	1,189
	-----	-----
	\$ 3,079	\$ 11,852
	=====	=====

The Company's Revolving Line of Credit and Term Loan are due in May of 1999. As of June 30, 1998, the Company reclassified \$12,715,000 of the related debt from long term to current to reflect its maturity date of May, 1999. The Company is currently in negotiations with its lender to extend the maturity date and fully expects to complete such arrangement prior to December, 1998.

On May 19, 1998, the Company negotiated a \$3,500,000 Revolving Loan with its current lender. Under this agreement, the amount available is determined using an asset based formula. The loan matures May 19, 2001 with interest at the prime rate.

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

For the Three and Six Months Ended June 30, 1998

Results of Operations

Net Sales

Consolidated net sales for the quarter ended June 30, 1998 were \$12,718,000 compared with \$12,854,000 for the same period last year. In 1997, Acme sold the marketing rights of certain wound care products to Seton Healthcare International Limited. Excluding the impact of Seton, net sales increased by \$536,000, or 4%, compared with the second quarter of 1997.

Net sales were \$23,763,000 for the first half of 1998, compared with net sales of \$23,734,000 for the first half of 1997. Net sales in 1997 included \$1,612,000 for Seton products. Excluding Seton, sales increased \$1,641,000, or 7%, for the first half of 1998 compared with the first half of 1997.

Consumer products net sales of \$10,273,000 in the second quarter of 1998 increased 10% compared with \$9,342,000 in the second quarter 1997. Revenues in the U.S. market grew 8% due to an increase in sales in the first aid, ruler and manufactured stainless steel scissors product lines. Sales of Tagit!, the patented children's scissor line, began during the quarter with shipments to Kmart, Staples, Office Depot and others.

Medical products net sales of \$2,445,000 in the second quarter of 1998 decreased \$1,067,000, or 30%, compared with \$3,512,000 in the second quarter 1997. The revenue decline was primarily due to the sale of the Seton line. The core hospital kit and tray business is gaining new conversions. In June, the division won a supply contract with a national alternative care distributor to consolidate minor procedure kits around its product line. Revenues from this contract are expected to exceed \$4 million over the next three years with shipments beginning in the third quarter 1998.

International sales grew by 15% for the second quarter primarily due to the purchase of the Rotex Division of Esselte Canada. Excluding currency fluctuations, sales for the second quarter of 1998 were 18% higher than the second quarter of 1997.

Gross Profit Margin

For the second quarter the Company's gross profit margin was

25.1% compared with 26.2% for the second quarter of 1997. The consumer gross margin improved from 22.2% in 1997 to 23.3% in 1998. The medical gross margin declined from 36.7% in 1997 to 32.5% in 1998. The gross profit margin for the first half was 26.2% compared to 27.6% for the first half of 1997. The consumer gross margin improved from 22.8% in 1997 to 23.1% in 1998. The medical gross margin declined from 38.2% in 1997 to 33.4% in 1998. The consumer improvement is attributed to product mix and higher margins on new products. The medical decline resulted from a loss of the high margin Seton products, lower sales of high margin products to the Asian market and lower manufacturing production.

#### Selling, General and Administrative Expenses

Selling, general and administrative ("SG&A") expenses for the second quarter of 1998 were \$2,761,000 compared with \$2,845,000 for the same period of 1997, a decrease of \$84,000, or 3%. SG&A expenses of \$5,396,000 for the first half of 1998 decreased \$421,000, or 7%, compared with the first quarter of 1997. The first half of 1997 included \$162,000 of non-recurring charges. Excluding the non-recurring charges, SG&A expense in the first half of 1998 declined by \$259,000, or 5%, due to headcount reductions in the United Kingdom, and the elimination of certain expenses incurred in 1997 associated with the product lines sold to Seton offset by higher commissions in the consumer business associated with increased sales.

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#### Provision for Income Taxes

The Company has tax operating loss carryforwards in the United States, England and Germany. The tax provision for the three and six months periods ended June 30, 1998 was \$22,000 and \$18,000, respectively, compared with \$37,000 for the same periods for 1997. The tax provision includes minimum state and local tax obligations net of the benefit of net operating losses utilized.

#### Net Income

The Company reported net income for the second quarter of 1998 of \$119,000, or 3 cents per share (diluted), compared with net income of \$222,000, or 6 cents per share (diluted), for the second quarter of 1997. For the first half of 1998, net income was \$27,000, or one cent per share (diluted), compared with net income of \$503,000, or 14 cents per share (diluted), for the same period in 1997. The first half of 1997 included a gain of the sale of marketing rights to Seton offset by one-time charges; an increase in net income of \$157,000 was recognized.

#### Financial Condition

##### Liquidity and Capital Resources

During the first half of 1998, the total debt increased by \$2,525,000 compared to total debt at December 31, 1997. Of the increase, \$1,482,000 was related to the Company's Acme United Limited subsidiary where a new loan agreement was negotiated utilizing an asset based lending formula that provides increased working capital to support the Rotex acquisition and sales growth. The remaining increase supported capital expenditures and increased sales growth in U.S. operations.

For the remainder of 1998, cash generated from operating activities is expected to be sufficient to reduce debt and fund capital expenditures. The Company's current credit arrangements coupled with cash expected from operating activities are considered adequate to meet liquidity needs for the remainder of 1998.

The Company's working capital, current ratio and long term debt to equity ratio follow:

	June 30, 1998	December 31, 1997
	-----	-----
Working capital	\$897,000	\$10,017,000
Current ratio	1.04 to 1	1.86 to 1
Long term debt to equity ratio	.49	1.88

Debt of \$12,715,000 as of June 30, 1998 was reclassified during the second quarter of 1998 from long term to current to reflect its maturity date of May, 1999. The Company is currently in negotiations with its lender to extend the maturity date and fully expects to complete such an arrangement prior to December, 1998.

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PART II. OTHER INFORMATION

Item 1 - Legal Proceedings

None.

Item 2 - Changes in Securities

None.

Item 3 - Defaults Upon Senior Securities

None.

Item 4 - Submission of Matters to a Vote of Security Holders

None.

Item 5 - Other Information

None.

Item 6 - Exhibits and Reports on Form 8-K

Form 8-K was filed by the Company on April 6, 1998, and revised on April 17, 1998.

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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.

ACME UNITED CORPORATION

By /s/ Cheryl L. Kendall

-----  
Cheryl L. Kendall  
Vice President and  
Chief Financial Officer

Dated: August 11, 1998

By /s/ Richard L. Windt

-----  
Richard L. Windt  
Vice President and  
Corporate Controller

Dated: August 11, 1998

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<LEGEND>

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE  
CONDENSED CONSOLIDATED BALANCE SHEET AND CONDENSED CONSOLIDATED STATEMENT OF  
OPERATIONS AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL  
STATEMENTS.

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