```
                                    UNITED STATES
            SECURITIES AND EXCHANGE COMMISSION
                Washington, D.C. 20549
                -------------------
                    FORM 10-Q
        |X| QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
                SECURITIES EXCHANGE ACT OF 1934
        For the quarterly period ended September 30, 2005
            OR
            I_| TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
                        SECURITIES EXCHANGE ACT OF }193
                For the transition period from
```

$\qquad$

``` to
``` \(\qquad\)
``` Commission file number 001-07698
ACME UNITED CORPORATION (Exact name of registrant as specified in its charter)
```

```
CONNECTICUT
```

CONNECTICUT
(State or other jurisdiction (I.R.S. Employer
(State or other jurisdiction (I.R.S. Employer
of incorporation or organization) Identification No.)
of incorporation or organization) Identification No.)
6 0 ~ R O U N D ~ H I L L ~ R O A D , ~ F A I R F I E L D , ~ C O N N E C T I C U T ~
6 0 ~ R O U N D ~ H I L L ~ R O A D , ~ F A I R F I E L D , ~ C O N N E C T I C U T ~
(Address of principal executive offices) (Zip Code)
(Address of principal executive offices) (Zip Code)
06-0236700
06-0236700
06824
06824
Registrant's telephone number, including area code: (203) 254-6060
Registrant's telephone number, including area code: (203) 254-6060
Indicate by check mark whether the registrant (1) has filed all reports required
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
to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during
the preceding }12\mathrm{ months (or for such shorter period that the registrant was
the preceding }12\mathrm{ months (or for such shorter period that the registrant was
required to file such reports) and (2) has been subject to such filing
required to file such reports) and (2) has been subject to such filing
requirements for the past 90 days. Yes |X| No |_|
requirements for the past 90 days. Yes |X| No |_|
Indicate by check mark whether the registrant is an accelerated filer (as
Indicate by check mark whether the registrant is an accelerated filer (as
defined in Rule 12b-2 of the Exchange Act). Yes |_| No |X|
defined in Rule 12b-2 of the Exchange Act). Yes |_| No |X|
Indicate by check mark whether the registrant is a shell company (as defined in
Indicate by check mark whether the registrant is a shell company (as defined in
Rule 12b-2 of the Exchange Act). Yes |_| No |X|
Rule 12b-2 of the Exchange Act). Yes |_| No |X|
Registrant had 3,482,833 shares outstanding as of October 28, 2005 of its \$2.50
Registrant had 3,482,833 shares outstanding as of October 28, 2005 of its \$2.50
par value Common Stock.

```
par value Common Stock.
```

ACME UNITED CORPORATION


Part II -- OTHER INFORMATION

```
Item 1. Legal Proceedings............................................. 14
Item 2. Unregistered Sales of Equity Securities and Use of Proceeds. 14
Item 3. Defaults Upon Senior Securities............................. 14
Item 4. Submission of Matters to a Vote of Security Holders......... 14
Item 5. Other Information............................................ 14
Item 6. Exhibits and Reports on Form 8-K............................ 15
Signatures........................................................... . . . 16
```

(2)

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

| September 30 | December 31 |
| :---: | :---: |
| 2005 | 2004 |
| (unaudited) |  |
| _-_-_-_-_-_-_-_-_-_-_-_-_ |  |


| ASSETS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Current assets: |  |  |  |  |
| Cash and cash equivalents | \$ | 518 | \$ | 1,888 |
| Accounts receivable, less allowance |  | 11,491 |  | 8,885 |
| Inventories: |  |  |  |  |
| Finished goods |  | 10,770 |  | 7,739 |
| Work in process |  | 156 |  | 92 |
| Raw materials and supplies |  | 773 |  | 558 |
| Prepaid expenses and other current assetsDeferred income taxes |  |  | 11,699 |  | 8,389 |
|  |  | 595 |  | 485 |
|  |  | 412 |  | 279 |
| Total current assets |  | 24,715 |  | 19,926 |
| Property, plant and equipment: |  |  |  |  |
| Land |  | 153 |  | 251 |
| Buildings |  | 3,051 |  | 2,796 |
| Machinery and equipment |  | 6,305 |  | 6,102 |
| Less accumulated depreciation |  | 9,509 |  | 9,149 |
|  |  | 6,750 |  | 6,853 |
|  |  | 2,759 |  | 2,296 |
| Other assets Goodwill |  | 758 |  | 656 |
|  |  | 89 |  | 89 |
| Total assets | \$ | 28,321 | \$ | 22,967 |

See notes to condensed consolidated financial statements.
(3)

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

| September 30 | December 31 |
| :---: | :---: |
| 2005 | 2004 |
| (unaudited) |  |
| _-_-_-_-_-_-_-_-_-_-_-_-_ |  |

LIABILITIES
Current liabilities:
Accounts payable
Other accrued liabilities

Total current liabilities
Deferred income taxes
Long-term debt
Other

| \$ | 1,918 | \$ | 2,316 |
| :---: | :---: | :---: | :---: |
|  | 5,285 |  | 4,682 |
|  | 7,203 |  | 6,999 |
|  | 131 |  | 131 |
|  | 6,587 |  | 1,434 |
|  | 420 |  | 420 |


| STOCKHOLDERS' EQUITY |  |  |
| :---: | :---: | :---: |
| Common stock, par value \$2.50: |  |  |
| authorized 8,000,000 shares; |  |  |
| issued 4,150,324 shares in 2005 <br> and 3,849,512 in 2004, including treasury stock | 10,376 | 9,624 |
| Treasury stock, at cost - 653,991 shares |  |  |
| in 2005 and 436,091 shares in 2004 | (5,076) | $(1,875)$ |
| Additional paid-in capital | 2,593 | 2,231 |
| Retained earnings | 6,890 | 5,034 |
| Accumulated other comprehensive loss: |  |  |
| Translation adjustment | (179) | (351) |
| Derivative financial instruments | (26) | (81) |
| Minimum pension liability | (598) | (598) |
|  | (803) | $(1,030)$ |
| Total stockholders' equity | 13,980 | 13,984 |
| Total liabilities and stockholders' equity | \$ 28,321 | \$ 22,967 |

See notes to condensed consolidated financial statements.

> (4)

ACME UNITED CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AND COMPREHENSIVE INCOME
(UNAUDITED)
(all amounts in thousands, except per share amounts)

|  | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  | 2005 |  | 2004 |  |
| Net sales |  | 13,400 | \$ | 11,595 | \$ | 38,887 |  | 32,460 |
| Costs and expenses: |  |  |  |  |  |  |  |  |
| Cost of goods sold |  | 7,234 |  | 6,142 |  | 21,129 |  | 17,769 |
| Selling, general and administrative expenses |  | 4,159 |  | 3,739 |  | 12,455 |  | 10,288 |
| Provision for loss on property demolition |  | 1,500 |  | - |  | 1,500 |  | - |
|  |  | 12,893 |  | 9,881 |  | 35,084 |  | 28,057 |
| Income before non-operating items |  | 507 |  | 1,714 |  | 3,803 |  | 4,403 |
| Non-operating items: |  |  |  |  |  |  |  |  |
| Interest expense |  | 83 |  | 46 |  | 139 |  | 131 |
| Other expense |  | 86 |  | 52 |  | 232 |  | 126 |
|  |  | 169 |  | 98 |  | 371 |  | 257 |
| Income before income taxes |  | 338 |  | 1,616 |  | 3,432 |  | 4,146 |
| Income tax expense |  | 138 |  | 599 |  | 1,268 |  | 1,662 |
| Net income |  | 200 |  | 1,017 |  | 2,164 |  | 2,484 |
| Other comprehensive expense - |  |  |  |  |  |  |  |  |
| Foreign currency translation |  | 269 |  | 241 |  | 173 |  | 110 |
| Change in fair value of derivative financial instrument |  | (2) |  | (46) |  | 55 |  | (46) |
| Comprehensive income | \$ | 467 | \$ | 1,212 | \$ | 2,392 | \$ | 2,548 |
| Basic earnings per share | \$ | 0.06 | \$ | 0.30 | \$ | 0.62 | \$ | 0.74 |
| Diluted earnings per share | \$ | 0.05 | \$ | 0.26 | \$ | 0.57 | \$ | 0.66 |
| Weighted average number of common shares outstanding- |  |  |  |  |  |  |  |  |
| Weighted average number of dilutive stock options outstanding |  | 298 |  | 442 |  | 296 |  | 387 |
| Denominator used for diluted per share computations |  | 3,840 |  | 3,842 |  | 3,813 |  | 3,739 |
| Dividends declared per share | \$ | 0.03 | \$ | 0.02 | \$ | 0.05 | \$ | 0.02 |

[^0]
## ACME UNITED CORPORATION <br> CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS <br> (UNAUDITED) <br> (all amounts in thousands)



See notes to condensed consolidated financial statements

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(UNAUDITED)

Note 1 -- Basis of Presentation

In the opinion of management, the accompanying condensed consolidated financial statements include all adjustments necessary to present fairly the financial position, results of operations and cash flows. These adjustments are of a normal, recurring nature. However, the financial statements do not include all of the disclosures normally required by accounting principles generally accepted in the United States of America 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, 2004 for such disclosures. The condensed
consolidated balance sheet as of December 31, 2004 was derived from the audited consolidated balance sheet as of that date. The results of operations for interim periods are not necessarily indicative of the results to be expected for the full year.

Note 2 -- Contingencies
The Company is involved from time to time in disputes and other litigation in the ordinary course of business, including certain environmental and other matters. The Company presently believes that none of these matters, individually or in the aggregate, would be likely to have a material adverse impact on financial position, results of operations, or liquidity from these matters.

Note 3 -- Pension

Components of net periodic pension cost are as follows for the periods ended:

|  | Three Months Ended |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  |
| Components of net periodic benefit cost: |  |  |  |  |  |  |  |  |
| Interest cost | \$ | 51,057 | \$ | 49,727 | \$ | 153,172 | \$ | 149,180 |
| Service cost |  | 8,750 |  | 8,750 | \$ | 26,250 | \$ | 26,250 |
| Expected return on plan assets |  | $(65,022)$ |  | $(64,281)$ |  | 195,067) |  | 192,844) |
| Amortization of prior service costs |  | 2,194 |  | 2,194 | \$ | 6,582 | \$ | 6,582 |
| Amortization of actuarial gain |  | 16,551 |  | 12,399 | \$ | 49,653 | \$ | 37,196 |
|  |  | 13,530 | \$ | 8,789 | \$ | 40,590 | \$ | 26,364 |

Note 4 -- Accounting for Stock-Based Compensation

The Company has elected to adopt only the disclosure provisions of Statement of Financial Accounting Standards No. 123, Accounting for Stock-Based Compensation, and continues to measure costs for its employee stock compensation plans by using the accounting methods prescribed by APB Opinion No. 25, Accounting for Stock Issued to Employees, which allows that no compensation cost be recognized unless the exercise price of the options granted is less than the fair market value of the Company's stock at date of grant. Generally, no stock-based employee compensation cost is reflected in net income, as all options granted had an exercise price equal to the market value of the underlying common stock on the date of grant.

The following table illustrates the proforma effect on net income and earnings per share as if the Company had applied the fair value method under SFAS No. 123, Accounting for Stock Based Compensation, to stock-based employee compensation for the periods ended:
Three Months Ended
September 30

| Basic-as reported | \$ | 0.06 | \$ | 0.30 | \$ | 0.62 | \$ | 0.74 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Basic-pro forma | \$ | 0.04 | \$ | 0.29 | \$ | 0.55 | \$ | 0.72 |
| Diluted-as reported | \$ | 0.05 | \$ | 0.26 | \$ | 0.57 | \$ | 0.66 |
| Diluted-pro forma | \$ | 0.04 | \$ | 0.26 | \$ | 0.51 | \$ | 0.65 |

Note 5 -- Long Term Debt and Capital Structure
The Company's revolving loan agreement provides for borrowing up to $\$ 10$ million with a maturity of the agreement in June 2007. At September 30, 2005 and December 31, 2004, the Company had borrowings of $\$ 6,533,500$ and $\$ 1,208,000$, respectively. Based on the scheduled maturity date, the Company has classified the borrowings at September 30,2005 as long-term. The borrowings at December 31, 2004 have been reclassified to conform to the current year classification.

During the first nine months of 2005 , the Company issued 300,812 shares of common stock with proceeds of $\$ 813,639$ upon the exercise of outstanding stock options. The Company also repurchased 217,900 shares of common stock for treasury. The shares were purchased at fair market value, with a total cost to the Company of $\$ 3,201,859$.

Note 6 -- Business Combination

On May 28, 2004, the Company purchased Clauss Cutlery, a division of Alco Industries, Inc.. The purchase price was the aggregate value of inventory, trademarks and brand names totaling $\$ 446,754$. Included in the accompanying Statement of Operations for the three and nine months ended September 30, 2005 is the operations of the acquired business. Sales for clauss products for the three and nine months ended September 30,2005 were $\$ 707,000$ and $\$ 2,457,000$, respectively. Sales of Clauss products for three and nine months ended September 30,2004 were $\$ 682,000$ and $\$ 878,000$, respectively. Sales figures for 2004 are from the date of acquisition. In accordance with Regulation $S-X$, proforma information for the nine months ended September 30, 2004 is not provided because of the immateriality of the transaction.

Note 7 -- Non-Recurring Charge
The Company is the owner of certain commercial property located in Bridgeport, Connecticut. Buildings, totaling approximately 150,000 square feet, are located on this property. The Company ceased using the property as a manufacturing facility in 1996 and the property has a zero carrying value. In October 1998, the Company leased the property to a commercial tenant for a term of 24 years. The lease had provided for the payment of one dollar (\$1.00), per year as base rent and required that the tenant pay all taxes, insurance and other expenses in connection with the property. The lease also had granted the tenant an option to purchase the property for one dollar. Since then the tenant has leased several of the buildings to subtenants primarily for use as commercial warehouses.

In July 2005, one of the buildings at the property sustained serious roof damage. As a result of an inspection of the property by local authorities, the Company received notice that it must either repair certain portions of the damaged building and two others or demolish them because of unsafe conditions. As a result of discussions between the Company and the tenant regarding the required actions, the Company and the tenant agreed to terminate the lease; the Company also decided to pursue a plan to demolish all unoccupied structures on the property.

Pursuant to a Termination of Lease Agreement entered into by the Company and the tenant on September 16, 2005, the parties terminated this lease, effective September 1, 2005. The company paid $\$ 400,000$ and secured all rights to the subtenant rental agreements. The lease termination cost has been capitalized and will be amortized over the term of the rental agreements.

Several subtenants continue to occupy portions of the property and are paying rent presently totaling approximately $\$ 190,000$ per year to the Company. In addition, the principal subtenant will pay a portion of the taxes and insurance expenses related to the property it leases.

In the quarter ended September 30,2005 , the Company accrued a charge of approximately $\$ 1.5$ million related to the estimated cost to demolish the structures and remove certain environmentally hazardous material included in the buildings to be demolished. After the demolition is complete, the Company will explore the options to sell the property.

The Company has received preliminary information on the fair value of the property after the demolition plan has been completed and estimates that the fair value of the land, approximately six acres, is minimal. The estimated costs are based on a third party contractor's estimate. Adjustments to the cost will be recorded when better estimates or actual costs are known.

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF 

FINANCIAL CONDITION AND RESULTS OF OPERATIONS
Item 2. -- Results of Operations
Forward-Looking Information
The Company may from time to time make written or oral "forward-looking statements" including statements contained in this report and in other communications by the Company, which are made in good faith by the Company pursuant to the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995.

These forward-looking statements include statements of the Company's plans, objectives, expectations, estimates and intentions, which are subject to change based on various important factors (some of which are beyond the Company's control). The following factors, in addition to others not listed, could cause the Company's actual results to differ materially from those expressed in forward looking statements: the strength of the domestic and local economies in which the Company conducts operations, changes in client needs and consumer spending habits, the impact of competition and technological change on the Company, the Company's ability to manage its growth effectively, including its ability to successfully integrate any business which it might acquire, and currency fluctuations. All forward-looking statements in this report are based upon information available to the Company on the date of this report. The Company undertakes no obligation to publicly update or revise any
forward-looking statement, whether as a result of new information, future events, or otherwise, except as required by law.

Net Sales

Traditionally, the Company's sales are stronger in the second and third quarters, and weaker in the first and fourth quarters of the fiscal year due to the seasonal nature of the back-to-school business. Consolidated net sales for the quarter ended September 30,2005 were $\$ 13,400,000$ compared with $\$ 11,595,000$ for the same period in 2004, a $16 \%$ increase. Net sales for the first nine months of 2005 were $\$ 38,887,000$ compared with $\$ 32,460,000$ for the same period in 2004 , a $20 \%$ increase. Excluding the favorable effect of currency gains in Canada and Europe, the net sales increase for the nine month period represented $18 \%$. The sales increase was mainly driven by a $21 \%$ increase in U.S. sales and Hong Kong direct import sales due to market share gains and new product launches. Combined Europe and Canada sales were up 9\% in local currency.

Gross Profit

Gross profit for the third quarter of 2005 was $\$ 6,166,000(46.0 \%$ of net sales) compared to $\$ 5,453,000$ (47.0\% of net sales) for the third quarter of 2004 . The lower gross margin as a percentage of net sales in the third quarter was due to increased raw material costs and a higher volume of airfreight costs as a result of demand of some items in excess of that originally anticipated. Gross profit for the first nine months of 2005 was $\$ 17,758,000$ (45.7\% of net sales) compared to $\$ 14,691,000$ (45.3\% of net sales) in the same period of 2004 . The increased percentage of new products with higher gross margins and sales of a more profitable product mix in Europe were the main reasons for improved gross margins. Offsetting factors to the improved margins were increased raw material costs and a higher volume of airfreight costs.

Selling, General and Administrative Expenses
Selling, general and administrative ("SG\&A") expenses for the third quarter of 2005 were $\$ 4,159,000$ ( $31 \%$ of net sales) compared with $\$ 3,739,000$ ( $32 \%$ of net sales) for the same period of 2004 , an increase of $\$ 420,000$. SG\&A expenses were $32 \%$ of net sales for the first nine months of 2005 and $32 \%$ in the comparable period of 2004 . The majority of the increase in $S G \& A$ expenses relate to higher sales commission and freight costs associated with increased sales, investment in new products and the addition of sales, marketing, logistics and quality control personnel.

## Interest Expense

Interest expense for the third quarter of 2005 was $\$ 83,000$, compared with $\$ 46,000$ for the same quarter of 2004 . Interest expense for the first nine months of 2005 was $\$ 139,000$, compared with $\$ 131,000$ for the same period of 2004 . The increase in interest expense was primarily the result of higher borrowings on the Company's bank revolving credit agreement.

Other Expense, Net
Net other expense was $\$ 86,000$ in the third quarter of 2005 compared to net other expense of $\$ 52,000$ in the third quarter of 2004 . Net other expense was $\$ 232,000$ for the first nine months of 2005 as compared to $\$ 126,000$ for the same period of 2004. The change from 2004 is primarily due to higher foreign exchange transaction losses in 2005.

Non-Recurring Charge
During the third quarter 2005, the Company recorded a non-recurring charge of approximately $\$ 1,500,000$ related to the required demolition of former manufacturing buildings.

The Company is the owner of certain commercial property located in Bridgeport, Connecticut. Buildings, totaling approximately 150,000 square feet, are located on this property. The Company ceased using the property as a manufacturing facility in 1996 and the property has a zero carrying value. In October 1998, the Company leased the property to a commercial tenant for a term of 24 years. The lease had provided for the payment of one dollar (\$1.00), per year as base rent and required that the tenant pay all taxes, insurance and other expenses in connection with the property. The lease also had granted the tenant an option to purchase the property for one dollar. Since then the tenant has leased several of the buildings to subtenants primarily for use as commercial warehouses.

In July 2005, one of the buildings on the property sustained roof damage. As a result of an inspection of the damaged building by local authorities, the Company received notice that the Company must either repair certain portions of the damaged building and two others or demolish them because of unsafe conditions. As a result of discussions with the tenant regarding the required actions, the Company mutually agreed to terminate the lease; the Company also decided to demolish all unoccupied structures on the property.

Income Before Income Taxes

Income before income taxes was $\$ 338,000$ in the third quarter of 2005 compared with $\$ 1,616,000$ in the third quarter of 2004 . Income before income taxes was $\$ 3,432,000$ for the first nine months of 2005 compared with $\$ 4,146,000$ in the first nine months of 2004 . Pretax income for North America and Asia decreased by $\$ 1,055,000$ for the first nine months of 2005 because of the loss on the Bridgeport property. The European operations had a net loss of $\$ 131,000$ in the first nine months of 2005 compared to a net loss of $\$ 472,000$ in the same period of 2004 . The results of the European operations are improving due to higher sales and a more profitable product mix. The higher sales are primarily due to increases in the sales force and increases in advertising.

The effective tax rate in the first nine months of 2005 was $37 \%$ compared to $40 \%$ in 2004. The lower effective tax rate is principally due to lower losses in Europe for which there is no recorded tax benefit because the losses in Europe cannot be utilized to offset earnings in other countries.

Net Income

Net income for the third quarter of 2005 was $\$ 200,000$, or 5 cents per share (diluted), compared to a net income of $\$ 1,017,000$, or 26 cents per share (diluted), for the same period of 2004 . Net income for the first nine months of 2005 was $\$ 2,164,000$, or 57 cents per share (diluted), compared to a net income of $\$ 2,484,000$, or 66 cents per share (diluted), for the same period of 2004 .
(11)

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

Financial Condition

Liquidity and Capital Resources

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

|  | September 30,2005 | December 31,2004 |
| :--- | ---: | ---: |
| Working capital | $--17,512,157$ | $----12,927,322$ |
| Current ratio | 3.43 | 2.85 |
| Long term debt to equity ratio | $47.1 \%$ | $10.3 \%$ |

During the first nine months of 2005 , total debt increased by $\$ 5,153,000$ compared to total debt at December 31, 2004 , principally as a result of $\$ 3,201,000$ of repurchases of Company stock and the buildup of inventory in anticipation of future business.

During September 2004, the Company renewed its revolving loan agreement, which originally allowed for borrowings up to a maximum of $\$ 10,000,000$ based on a borrowing base formula, which applied specific percentages to balances of accounts receivable and inventory. The renewal modified several terms of the original agreement, the most significant of which are reducing the interest rate to LIBOR plus $1.50 \%$ from LIBOR plus $1.75 \%$, eliminating the borrowing base formula, allowing the Company to borrow up to $\$ 10,000,000$, regardless of its inventory and receivable levels, and extending the maturity of the loan to June 30,2007 . As of September $30,2005, \$ 6,533,500$ was outstanding and $\$ 3,466,500$ was available for borrowing under this agreement.

Cash expected to be generated from operating activities, which together with funds available under its existing loan agreement, are expected, under current conditions, to be sufficient to finance the Company's planned operations over the next twelve months. Over that same period, the company does not expect to make significant investments in property, plant and equipment.

The demolition costs of $\$ 1,500,000$ related to the former manufacturing site will be paid with funds borrowed under the Company's existing revolving credit facility.

Recently Issued Accounting Standards
In December 2004, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards No. 123 (revised 2004) ("SFAS 123
(R)"), "Share-Based Payment", which revised SFAS No. 123, "Accounting for Stock-Based Compensation". This statement supercedes APB Opinion No. 25, "Accounting for Stock Issued to Employees". The revised statement addresses the accounting for share-based payment transactions with employees and other third parties, eliminates the ability to account for share-based compensation transactions using APB 25 and requires that the compensation costs relating to such transactions be recognized in the consolidated statement of operations. The revised statement is effective as of the first annual period beginning after June 15, 2005. Acme will adopt the statement on January 1, 2006 as required. The impact of adoption of SFAS 123 (R) cannot be predicted at this time because it will depend on levels of share-based payments granted in the future. However,
had Acme adopted SFAS 123 in prior periods, the impact of that standard would have approximated the impact of Statement 123 as described in the disclosure of pro forma net income and net income per share in the stock-based compensation accounting policy note included in Note 4 to the condensed consolidated financial statements.

In November 2004, the FASB issued SFAS No. 151, "Inventory Costs, an amendment of ARB No. 43, Chapter 4," to clarify that abnormal amounts of idle facility expense, freight, handling costs and wasted material (spoilage) should be recognized as current period charges, and that fixed production overheads should be allocated to inventory based on normal capacity of production facilities. This statement is effective for Acme's fiscal year 2006 . We do not expect the adoption of this standard to have a material effect on our financial position, results of operations or cash flows.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF

## FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued

Item 3. Quantitative and Qualitative Disclosure About Market Risk
There are no material changes in market risks as disclosed in our annual Report on Form 10-K for the year ended December 31, 2004.

Item 4. Controls and Procedures
(a) Evaluation of Internal Controls and Procedures

Our Chief Executive Officer and Chief Financial Officer have reviewed and evaluated the effectiveness of our disclosure controls and procedures, which included inquiries made to certain other of our employees. Based on their evaluation, our Chief Executive Officer and Chief Financial Officer have each concluded that, as of September 30, 2005, our disclosure controls and procedures were effective and sufficient to ensure that we record, process, summarize and report information required to be disclosed by us in our periodic reports filed under the Securities and Exchange Commission's rules and forms.
(b) Changes in Internal Control over Financial Reporting

During the quarter ended September 30, 2005 , there were no changes in our internal control over financial reporting that materially affected, or was reasonably likely to materially affect, this control.
(13)

PART II. OTHER INFORMATION

Item 1 -- Legal Proceedings
The Company is involved from time to time in disputes and other litigation in the ordinary course of business, including certain environmental and other matters. The Company presently believes that none of these matters, individually or in the aggregate, would be likely to have a material adverse impact on financial position, results of operations, or liquidity from these matters.

## Item 2 -- Unregistered Sales of Equity Securities and Use of Proceeds

(c) On July 23, 2003, the Company announced a stock repurchase program of up to 150,000 shares. In April, 2005, all shares available under this program had been repurchased. On March 30, 2005, the Company announced a further stock repurchase program of up to 150,000 shares. The new program does not have an expiration date. The following table discloses the total shares repurchased under these programs for the quarter ended September 30, 2005:

| Period | Total Number of Shares Purchased | Average Price Paid per Share | Announced Program | be Purchased Under the Program |
| :---: | :---: | :---: | :---: | :---: |
| July | - | - | - |  |
| August | 14,000 | 16.35 | 14,000 |  |
| September | 57,900 | 13.30 | 57,900 |  |

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

Documents filed as part of this report.

Exhibit 10.6 Modification to Revolving Promissory Note and Revolving Credit and Security Agreement, and Reaffirmation of Guaranty

Exhibit 31.1 Certification of Walter C. Johnsen pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

Exhibit 31.2 Certification of Paul G. Driscoll pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

Exhibit 32.1 Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

Exhibit 32.2 Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
(15)

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/ WALTER C. JOHNSEN
    ------------------------------
        Walter C. Johnsen
            President and
        Chief Executive Officer
```

Dated: November 14, 2005

By
/s/ PAUL G. DRISCOLL
$\qquad$
Paul G. Driscoll
Vice President and

Dated: November 14, 2005

```
CERTIFICATION PURSUANT TO
    18 U.S.C. SECTION 1350,
    AS ADOPTED PURSUANT TO
```

    SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002
    I, WALTER C. JOHNSEN, certify that:

```
I have reviewed this Quarterly Report on Form 10-Q of Acme United
Corporation;
```

Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;

The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
(a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
(b) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
(c) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
(a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

By

```
    /s/ WALTER C. JOHNSEN
---------------------------------
    Walter C. Johnsen
        President and
    Chief Executive Officer
```

Dated: November 14, 2005

```
CERTIFICATION PURSUANT TO
    18 U.S.C. SECTION 1350,
    AS ADOPTED PURSUANT TO
    SECTION 302 OF THE SARBANES-OXLEY ACT OF }200
```

I, PAUL G. DRISCOLL, certify that:

```
I have reviewed this Quarterly Report on Form 10-Q of Acme United
Corporation;
```

Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;

The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
(a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
(b) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
(c) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

The registrant's other certifying officer(s) and $I$ have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
(a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

By
/s/ PAUL G. DRISCOLL
Paul G. Driscoll
Vice President and
Chief Financial Officer

Dated: November 14, 2005

```
    CERTIFICATION PURSUANT TO
        18 U.S.C. SECTION 1350,
        AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002
```

The undersigned officer of Acme United Corporation (the "Company") hereby certifies to my knowledge that the Company's quarterly report on Form 10-Q for the quarterly period ended September 30, 2005 (the "Report"), as filed with the Securities and Exchange Commission on the date hereof, fully complies with the requirements of section $13(a)$ or $15(d)$, as applicable, of the Securities Exchange Act of 1934, as amended, and that the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company. This certification is provided solely pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, and shall not be deemed to be a part of the Report or "filed" for any purpose whatsoever.

By

```
    /s/ WALTER C. JOHNSEN
        Walter C. Johnsen
            President and
        Chief Executive Officer
```

Dated: November 14, 2005

A signed original of this written statement required by Section 906 , or other document authenticating, acknowledging, or otherwise adopting the signature that appears in typed form within the electronic version of this written statement required by Section 906, has been provided to Acme United Corporation and will be retained by Acme United Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

```
    CERTIFICATION PURSUANT TO
        18 U.S.C. SECTION 1350,
        AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002
```

The undersigned officer of Acme United Corporation (the "Company") hereby certifies to my knowledge that the Company's quarterly report on Form 10-Q for the quarterly period ended September 30, 2005 (the "Report"), as filed with the Securities and Exchange Commission on the date hereof, fully complies with the requirements of section $13(\mathrm{a})$ or $15(\mathrm{~d})$, as applicable, of the Securities Exchange Act of 1934, as amended, and that the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company. This certification is provided solely pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, and shall not be deemed a part of the Report or "filed" for any purpose whatsoever.

By

```
    /s/ PAUL G. DRISCOLL
```

        -----------------------------------
            Paul G. Driscoll
            Vice President and
        Chief Financial Officer
    Dated: November 14, 2005

A signed original of this written statement required by Section 906 , or other document authenticating, acknowledging, or otherwise adopting the signature that appears in typed form within the electronic version of this written statement required by Section 906, has been provided to Acme United Corporation and will be retained by Acme United Corporation and furnished to the Securities and Exchange Commission or its staff upon request.


[^0]:    See notes to condensed consolidated financial statements

