Acme United Corporation
2004 Annual Report

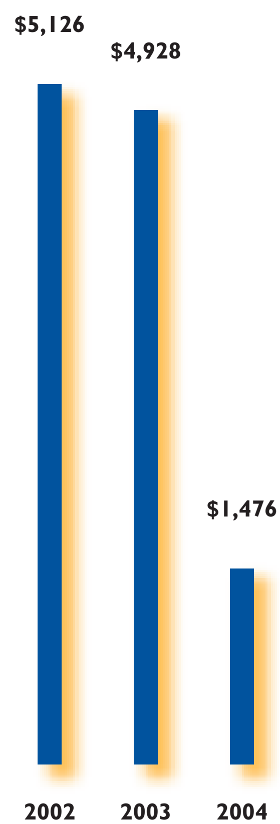
Cutting Edge Innovation

Titanium Bonded™ scissors are enhanced with new SoftRib™ handles, continuing our product innovation strategy.

Acme United Corporation is one of the largest worldwide suppliers of innovative cutting devices, measuring instruments and safety products for the school, home, office and industrial markets. The company has facilities in the U.S., Canada, England, Germany, Hong Kong and China.

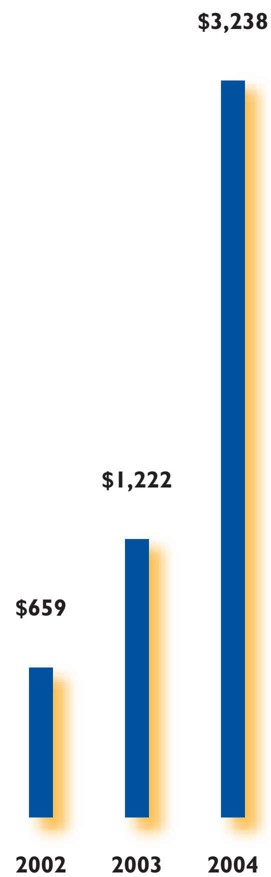
Financial Highlights
(Amounts in thousands except per share data)

	2002	2003	2004
Operating Results			
Net Sales	$ 30,884	$ 34,975	$ 43,381
Net Income	659	1,222	3,238
Net Income Per Share	0.19	0.34	0.85
Financial Positions at December 31			
Working Capital	$ 8,516	$ 10,777	$ 11,549
Total Assets	17,614	19,743	23,009
Shareholders' Equity	8,480	10,179	13,982
Total Debt	5,126	4,928	1,476
Less Cash	(598)	(1,391)	(1,930)
Net Debt	4,528	3,537	(454)



Total Debt

(dollars in thousands)



Net Income

(dollars in thousands)

Letter to Shareholders

Acme United had a good year in 2004. Revenues increased to $43.4 million in 2004 compared to $35.0 million in 2003. Net income in 2004 was $3.2 million versus $1.2 million the prior year. Earnings per share increased to $.85 in 2004 compared to $.34 in 2003.

The Company's growth came from excellent customer acceptance of our new products, additional sales in the mass market, and the acquisition of Clauss Cutlery. We had particularly strong sales from our proprietary line of titanium scissors. These products are coated with a patented composition of titanium nitride and chromium nitride that enhances the hardness of the cutting edges.

Mass market sales increased due to new school scissors, a wonderful array of rulers and math tools, and acceptance of our professional sewing tools. We broadened our mass market reach in Canada, Taiwan, Mexico, the UK, and Germany, and began selling from Hong Kong to global accounts.

We purchased selected inventory and brands of Clauss Cutlery for $454,000 in May 2004. Clauss has a rich heritage in high-quality cutting instruments dating to 1877. It was for many years the largest scissor company in the world. When we acquired the Clauss assets, we redesigned some of its industrial scissors for the sewing, hobby, craft, and floral markets. We updated packaging, expanded the line with Acme products, and created a critical mass in new market segments. The Clauss purchase strengthened our presence in the industrial market, where we now have a broader platform to sell the combined company products.

Acme United's gross margin improved from 38% to 45% due to an increasing percentage from revenues of new products. We also improved productivity due to higher volumes, careful review of costs, and relentless attention to detail. Despite the improved gross margins, we believe Acme United is one of the lowest-cost suppliers in the world.

Our management team continued to invest in new products during 2004. We introduced a patented rotary trimmer for digital photography, announced the second generation of titanium scissors with

Acme United's global executive team met in December 2004 to plan strategy. From left: Walter Johnsen, *President & Chief Executive Officer;* Willi Engelsberg, *Managing Director, Acme United Europe, GmbH*

improved cutting performance, and extended a branded line of over-the-counter medicines. The Westcott ruler and measuring line was completely updated, with patented composite products rolling out to the mass market and office superstores in 2005.

Innovation is a key part of the Acme United strategy. We continue to invest in our next generation products, and will begin to update and extend the Clauss line during 2005. Our North American and European paper trimmers will be redesigned to address unmet user needs, and our proprietary titanium coatings will be further developed for specific tasks and tools. The new product pipeline is increasingly large, and we are optimistic about its future contribution.

The Company's financial strength improved during 2004. Our debt less cash was $3.5 million at the end of 2003. At the end of 2004 our cash exceeded debt by approximately $500,000. We initiated an $.08 per share dividend, and repurchased 48,000 shares at an average cost of $5.20 per share.

Our management team and our employees are responsible for the results achieved in 2004. We announced the promotion of James Benkovic to Senior Vice President of Global Sales, and Willi Engelsberg to Managing Director of Acme United Europe. Larry Buchtmann, our Vice President of Manufacturing, was appointed Vice President of Operations and Technology to better leverage his contributions. I would like to thank all our employees for a strong effort in 2004, and to encourage them to reach further and work faster than they ever have before.

Thank you for your support.

Sincerely,

Walter C. Johnsen

Walter C. Johnsen
President and CEO

Tony Poole, *General Manager, Acme United Europe (UK Division);*
Fred Rohtheut, *Director of Sales, Acme United Europe, GmbH*

A Note on Innovation

Consumer insight, creativity and speed to market are the core of the innovation process at Acme United. Our products represent the culmination of in-depth consumer understanding, global design and efficient manufacturing scale-up. Acme United's patented titanium bonding process has revolutionized the market for cutting products with stronger, more durable blades. Consumer interest in the benefits of performance-enhanced cutting products at affordable prices led to the launch of our first **Titanium Bonded™** scissors in 2002. The products were designed in Europe and tested with consumers around the world. They were produced in Asia, using Acme United's proprietary physical vapor deposition technology.

New Westcott® rulers combine energized colors and soft texture to create a new wave in school and office products.

Our customers understand the power of Acme United innovation. The Company continues to work closely with retail partners to drive sales with products that are thoughtfully designed and carefully produced to meet the evolving needs of customers.

Consumer Insight

The innovation process begins with understanding consumer needs and how they relate to our products. We follow a disciplined approach that takes us into homes, offices and classrooms to listen and observe end users to identify opportunities. Market research of cutting products for sewing and quilting generated numerous concepts for new products, such as our new **SoftRib™** handles that combine comfort and precision cutting. The research also generated new insights into how consumers want to shop for

From left: Brian Olschan, *Executive Vice President & Chief Operating Officer*, Harry Wanless, *General Manager*, Acme United Ltd. (Canada)

Traditional measuring tools become trend-setting devices with our bold designs and tactile features.

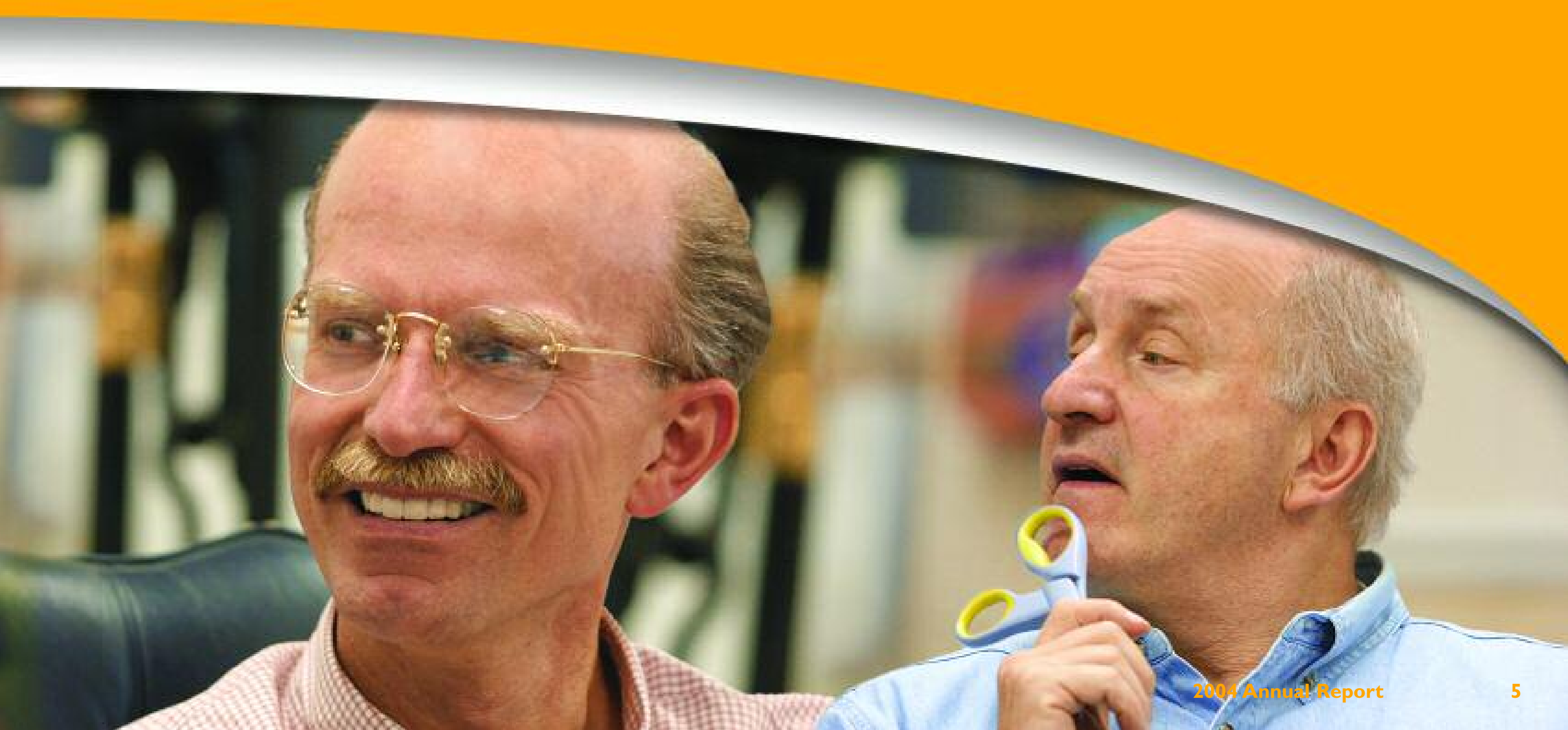
cutting products. The research was shared with key retailers resulting in more effective merchandising techniques and a new generation of cutting products currently in development. Our retail partners expect Acme United to not only bring innovative products but solutions as well to grow sales and profits.

Global Design

Our approach to design follows intensive immersion into how consumers use our products. We define the design objectives, focusing on performance, convenience and value. The greatest innovations are often simple performance improvements delivered at affordable prices. Our product development team continually searches the world for the best industrial designers and engineers. Designing products for global acceptance requires translating consumer needs into products with benefits that transcend cultural differences and touch not only physical but also emotional needs.

We match needs to the trends we are monitoring in color, material and texture, looking for new and exciting ways to delight the senses. Our **SmoothGrip™** products combine a velvet soft texture with brilliantly translucent colors for a look and feel that truly exceeds expectations for office and school stationery products. Our latest innovation in cutting, **Titanium UltraSmooth™** scissors, is another example of combining sleek European styling with high-tech coating systems to create the next generation in cutting products. In 2004

Larry Buchtmann, *Vice President of Operations & Technology;*
Jim Benkovic, *Senior Vice President of Global Sales*



Innovation (continued)

we introduced an improved design for our flagship Elite line of scissors featuring the **Soft-Rib™** handle and improved blades for enhanced cutting performance.

Speed

The marketing team was challenged to develop a new range of school tools and measuring products with a deadline of just four months from concept to finished product. The team began with a re-immersion into the market to identify competitive vulnerabilities and opportunities to better meet the needs of both parents and children. After several rounds of product concepts and customer feedback, the team introduced more than 20 new products including kid's "swirl" scissors, soft touch rulers, dual textured inlay rulers, and wave rulers. New products were also developed to fill gaps in the line including battery-operated pencil sharpeners, colored stainless steel rulers and notebook punches. The new line was introduced on schedule and received wide acclaim from buyers, resulting in increased distribution with both current and new customers.

From left: Tom Johnson, *Vice President of Mass Market Sales*; Terry Holbrook, *Director of Supply Chain*; Dennis Liang, *General Manager*, Acme United (Asia Pacific) Ltd.; Mike Peterson, *Senior Director of Marketing*

Clauss®, brings a long-established family of products known for high quality and performance to the Acme United portfolio of brands.

Pictured at right: These hot-forged steel shears, along with other Clauss products, are positioned for industrial use.

Accomplishments

New Products Introduced in 2004:

- Titanium Bonded™ UltraSmooth™ Scissors and Shears
- Titanium Bonded™ Rotary Trimmers
- Titanium Bonded™ Office Tools – Letter Openers and Staple Removers
- Westcott® SmoothGrip™ – Scissors and Letter Openers
- Westcott® Craft Tools – Trimmers, Hobby Knives, Cutting Mats and Patterned Scissors
- Westcott® KleenEarth™ Trimmers
- Wrap & Ribbon™ Holiday Shears
- Westcott® School Tools
- New Westcott® Scissors Critters™

Acquisition and Integration

Successfully integrated the Clauss® Brand of Floral and Industrial Products. The acquisition completed in June 2004 provides a platform to cross sell Acme United products to Floral and Industrial customers as well as bring Clauss® professional quality tools and technology to the consumer market.

Right: Our new Westcott® product lines, such as the UltraSmooth™ scissors and tabletop trimmer, are featured in fresh marketing and advertising.

Below: The team working on next generation products.

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10K

(X) ANNUAL REPORT PURSUANT TO SECTION 13 OR 15 (d)
OF THE SECURITIES EXCHANGE ACT OF 1934 For the fiscal year ended December 31, 2004

OR

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

Commission file number 01-07698

ACME UNITED CORPORATION

Exact name of registrant as specified in its charter

Connecticut	**06-0236700**
(State or other jurisdiction of incorporation or organization)	(I.R.S. Employer Identification No.)
1931 Black Rock Turnpike, Fairfield, Connecticut	**06825**
(Address of principal executive offices)	(Zip Code)
Registrant's telephone number, including area code	**(203) 332-7330**

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Name of each exchange on which registered
$2.50 par value Common Stock	**American Stock Exchange**

Securities registered pursuant to Section 12 (g) of the Act: None

Indicate by check mark whether the registrant (l) 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 ____

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. (X)

The aggregate market value of the voting stock held by non-affiliates of the registrant as of the last business day of the registrant's most recently completed second fiscal quarter was $20,843,160. Registrant had 3,577,671 shares outstanding as of March 14, 2005 of its $2.50 par value Common Stock.

Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Act).

YES ____ NO ×

Documents Incorporated By Reference

[1] Proxy Statement for the annual meeting scheduled for April 25, 2005 is incorporated into 2004 10-K, Part III.

PART I

ITEM 1. Business

General

Acme United Corporation (together with its subsidiaries the "Company") was organized as a partnership in 1867 and incorporated in 1882 under the laws of the State of Connecticut. The Company's operations are in the United States, Canada, Europe (sited in Germany) and Asia (sited in Hong Kong). The operations in the United States, Canada and Europe are primarily involved in product development, manufacturing, marketing, sales, administrative and distribution activities. The operation in Hong Kong is involved in sourcing, quality control and sales activities. Net sales in 2004 were the following: United States – $32.5 million, Canada – $6.0 million, Europe – $3.7 million and Hong Kong – $1.2 million.

During the year ended December 31, 2002, the Company restructured its European operations, closing its facility in England and moving those operations to Germany.

Financial information concerning net sales and long-lived assets by geographic area appears in Note 10 of the notes to consolidated financial statements.

The operations of the Company consist of a single reportable segment. The Company sells cutting devices, measuring instruments and safety products for school, office, home and industrial use in the United States, Canada, Europe and Asia. The company competes with many companies in each market and geographic area.

Principal products within the cutting device category are scissors, shears, guillotine paper trimmers, rotary paper trimmers, rotary cutters, hobby knives and blades, utility knives and medical cutting instruments. Products introduced in 2003 and 2004 included proprietary titanium bonded scissors and trimmers. Principal products within the measuring instrument category are rulers, math tools and tape measures. Products introduced in 2004 included a new line of Westcott math tools and professional grade aluminum rulers. Principal products within the safety product category are first aid kits, personal protection products and over-the-counter medication refills. Products introduced in 2004 included the Physicians Care™ branded line of over-the-counter medications.

Independent manufacturer representatives and direct sales are primarily used to sell the Company's line of consumer products to wholesale, contract and retail stationery distributors, office supply super stores, school supply distributors, industrial distributors, wholesale florists and mass market retailers. The Company had three customers with sales of 10% or more of total sales in 2004. Net sales to the Company's three major customers, Staples, Inc., Office Max, and United Stationers, Inc., represented approximately 43% in 2004, 46% in 2003 and 46% in 2002.

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.

On May 28, 2004, the Company purchased the scissor and cutting business of Clauss Cutlery, a division of Alco Industries, Inc. The purchase price was the aggregate value of inventory, trademarks and brand names totaling $446,754. Sales of Clauss products for seven months in 2004 were $1.7 million. Clauss Cutlery was founded in 1877 in Fremont, Ohio and at one time was the largest manufacturer of scissors in the world. Clauss products have a strong presence in the industrial and floral markets. Its scissors and cutting tools are distributed by most major industrial distributors and are sold to the auto, textile, food processing, and electronic industries. The Clauss business has been integrated into the Company's existing operations.

Other

Environmental Rules and Regulations – The Company believes that it is in compliance with applicable environmental laws. The Company believes no major financial impact is expected to result from current and future compliance with these rules and regulations.

Employment – As of year-end 2004, the Company employed 103 people, all of whom are full time and none of whom are covered by union contracts. Employee relations are considered good and no foreseeable problems with the work force are evident.

ITEM 2. Properties

Acme United Corporation is headquartered at 1931 Black Rock Turnpike, Fairfield, Connecticut in 5,700 square feet of leased space. The Company owns and leases manufacturing and warehousing facilities in the United States totaling 80,000 square feet and leases 44,000 square feet of warehousing space in Canada. Distribution for Europe is presently being conducted at a 48,000 square foot owned facility in Solingen, Germany.

Management believes that the Company's facilities, whether leased or owned, are adequate to meet its current needs and should continue to be adequate for the foreseeable future.

ITEM 3. Legal Proceedings

The Company is involved from time to time in disputes and other litigations in the ordinary course of business including certain environmental and other matters. The Company presently believes that there will not be a material adverse impact on financial position, results of operations, or liquidity from these matters.

ITEM 4. Submission of Matters to a Vote of Security Holders

There were no matters submitted to a vote of the security holders of the Company through the solicitation of proxies or otherwise during the fourth quarter of the year ended December 31, 2004.

PART II

ITEM 5. Market for the Registrant's Common Stock and Related Security Holder Matters

The Company's Common Stock is traded on the American Stock Exchange under the symbol "ACU". The following table sets forth the high and low sale prices on the American Stock Exchange for the Common Stock for the periods indicated:

Year Ended December 31, 2004	High	Low	Dividends Declared
Fourth Quarter	$16.50	$ 8.58	$ 0.02
Third Quarter	9.28	6.66	0.02
Second Quarter	7.74	5.31	0.02
First Quarter	6.39	5.22	

Year Ended December 31, 2003	High	Low
Fourth Quarter	$ 5.51	$ 5.09
Third Quarter	5.59	4.60
Second Quarter	4.03	3.50
First Quarter	3.40	3.03

As of March 14, 2005 there were approximately 1,300 holders of record of the Company's Common Stock.

Issuer Purchases of Equity Securities

On July 23, 2003, the Company announced a stock repurchase program of 150,000 shares. The program does not have an expiration date. The following table discloses the shares repurchased under the program for the quarter ended December 31, 2004:

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Program	Maximum Number of Shares that may yet be purchased under the Program
October	2,000	$ 8.60	82,330	67,670

ITEM6. Selected Financial Data

Five Year Summary of Selected Financial Data

(All figures in thousands except per share data)

	2004	2003	2002	2001	2000
Net Sales	$ 43,381	$ 34,975	$ 30,884	$ 33,082	$ 31,921
Net Income	$ 3,238	$ 1,222	$ 660	$ 1,280	$ 1,061
Total Assets	$ 23,009	$ 19,743	$ 17,614	$ 20,173	$ 21,118
Long Term Debt, Less Current Portion	$ 55	$ 2,752	$ 2,032	$ 2,875	$ 4,925
Net Income					
Per Share (Basic)	$ 0.96	$ 0.37	$ 0.19	$ 0.37	$ 0.30
Per Share (Diluted)	$ 0.85	$ 0.34	$ 0.19	$ 0.36	$ 0.30

ITEM 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

Forward-Looking Information

Forward-looking statements in this report, including without limitation, statements related to the Company's plans, strategies, objectives, expectations, intentions and adequacy of resources, are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Investors are cautioned that such forward-looking statements involve risks and uncertainties including without limitation the following: (i) the Company's plans, strategies, objectives, expectations and intentions are subject to change at any time at the discretion of the Company; (ii) the Company's plans and results of operations will be affected by the Company's ability to manage its growth and inventory; and (iii) other risks and uncertainties indicated from time to time in the Company's filings with the Securities and Exchange Commission.

Critical Accounting Policies

The following discussion and analysis of financial condition and results of operations are based upon the Company's consolidated financial statements, which have been prepared in conformity with accounting principles generally accepted in the United States of America. The Company's significant accounting policies are more fully described in Note 2 of Notes to Consolidated Financial Statements. However, certain accounting estimates are particularly important to the understanding of the Company's financial position and results of operations and require the application of significant judgment by the Company's management or can be materially affected by changes from period to period in economic factors or conditions that are outside the control of management. The Company's management uses their judgment to determine the appropriate assumptions to be used in the determination of certain estimates. Those estimates are based on historical operations, future business plans and projected financial results, the terms of existing contracts, the observance of trends in the industry, information provided by customers and information available from other outside sources, as appropriate. The following discusses the Company's critical accounting policies and estimates.

Estimates – Operating results may be effected by certain accounting estimates. The most sensitive and significant accounting estimates in the financial statements relate to customer rebates, asset valuation allowances for deferred income tax assets, obsolete inventories, potentially uncollectible accounts receivable, and accruals for income taxes. Accruals for customer rebates are based on executed contracts and anticipated sales levels, which are monitored monthly. Management critically evaluates the potential realization of deferred income tax benefits as well as the likely usefulness of inventories and the collectability of accounts receivable. Accruals for income taxes or benefits often require interpretations of complex tax rules and regulations, which may be subsequently challenged. There have been no significant changes in estimates for any period presented by the accompanying financial statements nor have there been any changes in accounting principles or practices.

Revenue Recognition – The Company recognizes revenue from sales of its products when ownership transfers to the customers. Ownership transfers from the Company to its customer upon shipment of the Company's products. When right of return exists, the Company recognizes revenue in accordance with SFAS 48, *Revenue Recognition When Right of Return Exists.*

Intangible Assets – Intangible assets with a finite useful life are recorded at cost upon acquisition and amortized over the term of the related contract. Intangible assets held by the Company with a finite useful life include deferred financing costs, patents, and trademarks. Deferred financing costs are amortized over the term of the related debt. Patents and trademarks are amortized over their estimated useful life. The weighted average amortization period of intangible assets at December 31, 2004 is 13 years. The Company reviews the value recorded for intangibles to assess recoverability from future operations using undiscounted cash flows. Impairments are recognized in operating results to the extent the carrying value exceeds fair value determined based on the net present value of estimated future cash flows. The projection of future cash flows requires the Company to make estimates about the amount of future revenues. The actual future results could differ significantly from these estimates, and resulting changes in the estimates of future cash flows could be significant and could affect the recoverability of intangible assets. During 2004, the Company's net book value of intangible assets increased from $252,960 to $559,646. This increase was primarily due to the acquisition of certain trademarks as part of the Company's acquisition of Clauss Cutlery.

Accounting for Stock-Based Compensation – At December 31, 2004, the Company has one stock-based employee compensation plan. The Company has elected to adopt the disclosure only 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.

Results of Operations 2004 Compared with 2003

Net sales increased $8,405,988 or 24% in 2004 to $43,380,648 compared to $34,974,660 in 2003. Excluding the favorable effect of currency gains in Canada and Europe net sales increased 22%. The sales increase was mainly driven by a 23% growth in the U.S. due to the success of new products, market share gains and the newly acquired Clauss Cutlery business. Clauss contributed approximately $1,700,000 to 2004 net sales. Combined sales in Europe and Canada increased by 14% (5% in constant currency). The new business in Hong Kong generated $1,230,000 in 2004. These were primarily shipments to global customers.

Gross profit was 45% of net sales in 2004 compared to 38% of net sales in 2003. The increased percentage of new products coupled with positive impacts from product rationalization efforts in Europe were the main reasons for the improved gross margins. The Company also improved productivity due to higher volumes and cost cutting measures.

Selling, general and administrative expenses were $14,162,082 in 2004 compared with $10,646,395 in 2003, an increase of $3,515,687. SG&A expenses were 33% of net sales in 2004 compared to 30% in 2003. Direct selling related expenses increased by $516,000. Other major contributors to the increase in SG&A expenses were market research, new product development, the new sourcing and quality control office in Hong Kong and the addition of sales and marketing personnel in North America and Europe.

Interest expense for 2004 was $157,335 compared with $235,265 for 2003, a $77,930 decrease. This is attributable to the decline in average debt.

Net other income was $7,203 in 2004 compared to net other income of $91,172 in 2003. The change primarily relates to foreign currency transaction losses of $110,519 the Company incurred in 2004, as opposed to a foreign currency gain of $105,984 in 2003. The 2003 results were partially offset by the settlement of a $175,000 lawsuit in Germany in March of 2003.

Income before income taxes was $5,340,316 in 2004 compared with $2,342,271 in 2003, an increase of $2,998,045. Pretax income for North America and Asia increased by approximately $2.4 million. The European operations lost $470,000 in 2004 compared to a loss of $1,100,000 in 2003. The 2003 loss included one time expenses of approximately $400,000.

The effective tax rate in 2004 was 39% compared to 48% in 2003. The improvement is principally due to the lower losses in Europe, for which the benefit cannot be utilized to offset taxable earnings in North America.

Results of Operations 2003 Compared with 2002

Net sales increased $4,091,090, or 13% in 2003 to $34,974,660 compared to $30,883,570 in 2002. Excluding the favorable effect of currency gains in Canada and Europe net sales increased 10%. The sales increase was mainly driven by growth in the U.S. due to the success of new products, market share gains and new customers. International sales were down 9% in local currency principally due to discontinuing certain product lines in the UK business and a generally weak economy in Germany.

Gross profit was 38% of net sales in 2003 compared to 34% of net sales in 2002. The introduction of new products coupled with improved product mix in the U.S., positive impacts from product rationalization efforts in Europe and overall productivity gains were the main reasons for the improved gross margins.

Selling, general and administrative expenses were $10,646,395 in 2003 compared with $9,528,080 in 2002, an increase of $1,118,315 or 12%. SG&A expenses were 30% of net sales in 2003 compared to 31% in 2002. Major contributors to the increase were market research, new product development and the addition of sales executives in Canada and Europe.

Interest expense for 2003 was $235,265 compared with $605,344 for 2002, a $370,079 decrease. This is attributable to the decline in average debt and lower interest rates.

Net other income was $91,172 in 2003 compared to net other income of $146,614 in 2002. The change from 2002 primarily relates to the settlement of a $175,000 lawsuit in Germany in March of 2003 partially offset by gains on the sale of fixed assets.

Income before income taxes was $2,342,271 in 2003 compared with $97,276 in 2002, an increase of $2,244,995. Pretax income for the U.S. business was $3,142,489 compared to $942,776 in 2002. Pretax income for the Canadian business increased from $50,000 in 2002 to $298,000 in 2003. The European operations lost $1,100,000 in 2003 compared to a loss of $500,000, excluding restructuring charges (see Note 15) in 2002. The higher loss was principally due to lower sales, a one-time expense of $175,000 for settlement of a lawsuit in Germany and the adverse effect of a weaker dollar on translated results.

Income tax expense for 2003 was $1,120,440 compared to an income tax benefit of $562,218 in 2002. In 2002, the Company recognized a significant one-time income tax benefit associated with liquidating its UK business. The benefit recognized was substantially in excess of income taxes computed at the statutory rate. In 2003, consolidated income before income taxes includes losses of foreign subsidiaries with no income tax benefit, resulting in a high effective income tax rate.

Contractual Obligations

The following table summarizes the amounts of payments due during the periods specified under the Company's contractual obligations as of December 31, 2004:

(Dollars in thousands)

	Payments Due by Period			
Contractual Obligations	Less than 1 Year	1 – 3 Years	4 – 5 Years	More than 5 Years
Long-Term Debt Obligations	$1,379	$ 10	$ 10	$ 35
Operating Lease Obligations	221	187	98	–
Total	$1,600	$ 197	$ 108	$ 35

Off-Balance Sheet Transactions

The Company did not engage in any off-balance sheet transactions during 2004.

Liquidity and Capital Resources

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

	2004	2003
Working Capital	$ 11,548,809	$ 10,777,397
Current Ratio	2.37	2.76
Long-Term Debt to Equity Ratio	0.4%	27.0%

The increase in working capital in 2004 is attributable to a 31% increase in accounts receivables due to fourth quarter sales growth of 35%. Inventory increased by only 3% due to improved inventory management. Days Sales Outstanding (DSO) decreased from 64 in 2003 to 61 in 2004 due to improved collection efforts. Operating activities generated net cash of approximately $4.31 million in 2004 compared with $1.75 million in 2003.

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 characteristics of the original agreement, the most significant of which are reducing the interest rate to LIBOR plus 1.50 percent 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 December 31, 2004, $1,249,384 was outstanding and $8,750,616 was available for borrowing under this agreement. It is estimated that all long-term debt under this loan agreement will be paid off in 2005. However, the Company may draw down additional funds under this loan agreement in the future.

Due to the provisions of the revolving loan agreement, the Company, among other things, is restricted with respect to additional borrowings, investments, mergers and property and equipment purchases. Further, the Company is required to maintain specific amounts of tangible net worth, and a specified debt service coverage ratio, and a fixed charge coverage ratio, all as defined by the agreement. The Company was in compliance with all covenants as of and through December 31, 2004 and believes these financial covenants will continue to be met for the remainder of the term of the debt.

Capital expenditures during 2004 were $443,330, which were, in part, financed with debt. Capital expenditures in 2005 are not expected to differ materially from recent years.

The Company believes that cash generated from operating activities together with funds available under the revolving loan agreement, is expected, under current conditions, to be sufficient to finance the Company's planned operations in 2005.

Recently Issued Accounting Standards

In December 2004, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards No. 123 (revised 2004) (Statement 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 interim period beginning after June 15, 2005. Acme will adopt the statement on July 1, 2005 as required. The impact of adoption of Statement 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 Statement 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 (loss) and net income (loss) per share in the stock-based compensation accounting policy note included in Note 2 to the 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. Acme is in the process of evaluating whether the adoption of SFAS 151 will have a significant impact on our overall results of operations or financial position.

ITEM 7A. Qualitative and Quantitative Disclosure about Market Risk

The Company's debt portfolio and associated interest rates follow:

(Dollars in thousands)

	2005	2006	2007	2008	2009	Thereafter	Total	Fair Value
Current Liabilities:								
Notes payable	$ 42	$ 0	$ 0	$ 0	$ 0	$ 0	$ 42	$ 42
Average interest rate	3.9%	0.0%	0.0%	0.0%	0.0%	0.0%	3.9%	3.9%
Long-term Debt (including current portion):								
Amount at fixed rate	$ 171	$ 5	$ 5	$ 5	$ 5	$ 35	$ 226	$ 226
Average interest rate	7.4%	7.0%	7.0%	7.0%	7.0%	7.0%	7.3%	–
Amount at variable rate	$1,208	$ 0	$ 0	$ 0	$ 0	$ 0	$1,208	$1,208
Average interest rate	3.9%	0.0%	0.0%	0.0%	0.0%	0.0%	3.9%	–

Interest Rate Risk

The Company's interest expense on debt is most sensitive to changes in the level of United States interest rates. To mitigate the impact of these fluctuations, the Company periodically evaluates alternative interest rate arrangements. In 2000, the Company entered into an interest rate swap agreement with a bank to minimize exposure to interest rate changes for $3.5 million of debt. The swap agreement expired on January 19, 2003.

Foreign Currency Risk

The Company's currency exposures vary, but are concentrated in the Canadian dollar, British pound, and Euro. Purchases by the Hong Kong office are in U.S. dollars.

At times, the Company utilizes forward foreign exchange contracts to hedge specific transactions with third parties denominated in foreign currencies. The terms of these forward foreign exchange contracts are typically 90 days to a year. Because the contracts are acquired for specific transactions, they are an effective hedge against fluctuations in the value of the foreign currency underlying the transaction. At December 31, 2004, the Company's Canadian subsidiary had entered into a forward foreign exchange contract to reduce the risk of the Company's Canadian subsidiary's purchases of inventory in a currency other than the Canadian subsidiary's functional currency, the Canadian dollar. The Company has hedged the risk of foreign currency fluctuations for approximately $1.5 million of inventory purchases in 2005 by the Canadian subsidiary. The fair value of the foreign exchange contract totaled approximately $82,000 at December 31, 2004 and is reported as a liability and a component of accumulated other comprehensive loss in the statement of stockholders' equity.

The Company does not enter into financial instruments for speculation or trading purposes.

The Company and its foreign subsidiaries utilize bank loans to finance their operations. To mitigate foreign currency risk, foreign loans are denominated in the local currency of the foreign subsidiary wherever possible.

Inflation

Inflation had a negligible effect on the Company's operations during 2004 and 2003. The Company estimates that inflationary effects, in the aggregate, were generally recovered or offset through increased pricing or cost reductions in both years.

ITEM 8. Financial Statements and Supplementary Data

Acme United Corporation and Subsidiaries

Consolidated Statements of Operations

For the years ended December 31, 2004, 2003 and 2002

	2004	2003	2002
Net Sales	$ 43,380,648	$ 34,974,660	$ 30,883,570
Costs and Expenses:			
Cost of Goods Sold:			
Before inventory write-off related to restructuring	23,728,118	21,841,901	20,244,139
Inventory write-off related to restructuring	–	–	206,133
	23,728,118	21,841,901	20,450,272
Selling, General and Administrative Expenses	14,162,082	10,646,395	9,528,080
Restructuring charges	–	–	349,212
Income before Non Operating Items	5,490,448	2,486,364	556,006
Non Operating Items:			
Interest Expense	157,335	235,265	605,344
Other Income (Expense) – Net	7,203	91,172	146,614
Income before Income Taxes	5,340,316	2,342,271	97,276
Income Taxes (Benefit)	2,101,911	1,120,440	(562,218)
Net Income	$ 3,238,405	$ 1,221,831	$ 659,494
Earnings Per Share:			
Basic	$ 0.96	$ 0.37	$ 0.19
Diluted	$ 0.85	$ 0.34	$ 0.19

See accompanying notes.

Acme United Corporation and Subsidiaries

Consolidated Balance Sheets

December 31, 2004 and 2003

	2004	2003
Assets		
Current Assets:		
Cash and cash equivalents	$ 1,930,394	$ 1,390,641
Accounts receivable, less allowance	8,884,807	6,795,212
Inventories	8,389,228	8,179,081
Deferred income taxes	279,201	286,213
Prepaid expenses and other current assets	484,532	259,972
Total current assets	19,968,162	16,911,119
Plant, Property and Equipment:		
Land	250,692	234,866
Buildings	2,796,286	2,643,608
Machinery and equipment	6,101,802	5,772,432
Total plant, property and equipment	9,148,780	8,650,906
Less accumulated depreciation	6,853,349	6,266,115
Net plant, property and equipment	2,295,431	2,384,791
Goodwill	88,828	88,828
Intangible assets, less accumulated amortization	559,646	252,960
Intangible pension asset	96,536	105,312
Total Assets	$ 23,008,603	$ 19,743,010
Liabilities		
Current Liabilities:		
Notes payable	$ 41,884	$ 141,113
Accounts payable	2,316,480	1,742,655
Other accrued liabilities	4,682,360	2,214,605
Current portion of long-term debt	1,378,629	2,035,349
Total current liabilities	8,419,353	6,133,722
Deferred income taxes	131,228	155,829
Long-term debt, less current portion	55,307	2,751,960
Other	420,251	522,875
Total Liabilities	9,026,139	9,564,386
Stockholders' Equity		
Common Stock, par value $2.50: authorized 8,000,000 shares; issued – 3,849,512 shares in 2004 and 3,652,812 shares in 2003, including treasury stock	9,623,780	9,132,030
Treasury Stock, at cost, 436,091 shares in 2004 and 387,261 shares in 2003	(1,874,611)	(1,621,813)
Additional paid-in capital	2,231,003	2,028,574
Accumulated other comprehensive loss	(1,031,587)	(1,370,441)
Retained earnings	5,033,879	2,010,274
Total Stockholders' Equity	13,982,464	10,178,624
Total Liabilities and Stockholders' Equity	$ 23,008,603	$ 19,743,010

See accompanying notes.

Acme United Corporation and Subsidiaries

Consolidated Statements of Changes in Stockholders' Equity

Years ended December 31, 2004, 2003 and 2002

	Outstanding Shares of Common Stock	Common Stock	Treasury Stock	Additional Paid-In Capital	Accumulated Other Comprehensive Income (Loss)	Retained Earnings	Total
Balances, December 31, 2001	3,410,051	$ 9,033,280	$ (936,996)	$ 2,037,823	$ (1,591,157)	$ 128,949	$ 8,671,899
Net Income						659,494	659,494
Translation Adjustment					119,864		119,864
Change in Fair Value of Derivative Financial Instruments					163,735		163,735
Income Taxes Relating to Derivative Financial Instruments					(60,500)		(60,500)
Change in Minimum Pension Liability					(1,509,574)		(1,509,574)
Income Taxes Relating to Minimum Pension Liability					560,818		560,818
Comprehensive Loss							(66,163)
Issuance of Common Stock	39,000	97,500		(8,718)			88,782
Purchase of Treasury Stock	(65,800)		(214,713)				(214,713)
Balances, December 31, 2002	3,383,251	$ 9,130,780	$ (1,151,709)	$ 2,029,105	$ (2,316,814)	$ 788,443	$ 8,479,805
Net Income						1,221,831	1,221,831
Translation Adjustment					670,941		670,941
Change in Fair Value of Derivative Financial Instruments					26,974		26,974
Income Taxes Relating to Derivative Financial Instruments					(9,401)		(9,401)
Change in Minimum Pension Liability					412,912		412,912
Income Taxes Relating to Minimum Pension Liability					(155,053)		(155,053)
Comprehensive Income							2,168,204
Issuance of Common Stock	500	1,250		(531)			719
Purchase of Treasury Stock	(118,200)		(470,104)				(470,104)
Balances, December 31, 2003	3,265,551	$ 9,132,030	$ (1,621,813)	$ 2,028,574	$ (1,370,441)	$ 2,010,274	$ 10,178,624
Net Income						3,238,405	3,238,405
Translation Adjustment					328,028		328,028
Change in Fair Value of Derivative Financial Instruments					(82,268)		(82,268)
Change in Minimum Pension Liability					132,463		132,463
Income Taxes Relating to Minimum Pension Liability					(39,369)		(39,369)
Comprehensive Income							3,577,259
Distribution to Shareholders						(214,800)	(214,800)
Issuance of Common Stock	196,700	491,750		202,429			694,179
Purchase of Treasury Stock	(48,830)		(252,798)				(252,798)
Balances, December 31, 2004	3,413,421	$ 9,623,780	$ (1,874,611)	$ 2,231,003	$ (1,031,587)	$ 5,033,879	$ 13,982,464

See accompanying notes.

Acme United Corporation and Subsidiaries

Consolidated Statements of Cash Flow

Years ended December 31, 2004, 2003 and 2002

	2004	2003	2002
Operating activities:			
Net income	$ 3,238,405	$ 1,221,831	$ 659,494
Adjustments to reconcile net income to net cash provided by operating activities			
Depreciation	492,361	433,645	482,880
Amortization	29,986	24,406	79,607
Deferred income taxes	(56,958)	540,600	(548,467)
(Gain) Loss on disposal of plant, property and equipment	59,156	(174,528)	25,464
Non-cash restructuring charges	–	–	293,153
Changes in operating assets and liabilities			
Accounts receivable	(1,974,964)	(342,197)	133,698
Inventories	(64,949)	(1,017,075)	2,103,118
Prepaid expenses and other current assets	(213,326)	286,147	75,120
Other assets	–	–	(33,738)
Accounts payable	540,792	311,798	(786,147)
Other accrued liabilities	2,260,338	468,000	(841,939)
Total adjustments	1,072,436	530,796	982,748
Net cash provided by operating activities	4,310,841	1,752,627	1,642,242
Investing activities:			
Purchase of plant, property and equipment	(443,330)	(424,537)	(484,088)
Purchase of patents and trademarks	(336,673)	(115,615)	(114,216)
Proceeds from sales of plant, property and equipment	51,583	250,196	58,597
Net cash used by investing activities	(728,420)	(289,956)	(539,707)
Financing activities:			
Net (repayments) borrowings on notes payable and revolving credit facilities	(855,458)	108,297	(554,495)
Payments of long term debt	(2,612,137)	(305,548)	(13,254)
Debt issuance costs	–	–	11,209
Distributions to shareholders	(143,007)	–	–
Purchase of treasury stock	(252,798)	(470,247)	(214,713)
Issuance of Common Stock	694,179	862	88,782
Net cash used by financing activities	(3,169,221)	(666,636)	(682,471)
Effect of exchange rate changes	126,553	(3,064)	6,069
Net change in cash and cash equivalents	539,753	792,971	426,134
Cash and cash equivalents at beginning of year	1,390,641	597,670	171,536
Cash and cash equivalents at end of year	$ 1,930,394	$ 1,390,641	$ 597,670

See accompanying notes.

Acme United Corporation and Subsidiaries

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

1. Operations

The operations of Acme United Corporation (the Company) consist of a single reportable segment, which operates in the United States, Canada, Germany and Hong Kong. Principal products are scissors, shears, rulers, first aid kits, and related products which are sold primarily to wholesale, contract and retail stationery distributors, office supply super stores, school supply distributors, drug store retailers and mass market retailers.

2. Accounting Policies

Estimates – The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Principles of Consolidation – The consolidated financial statements include the accounts of the Company and its subsidiaries, all of which are wholly owned. All significant intercompany accounts and transactions are eliminated in consolidation.

Translation of Foreign Currency – For foreign operations, assets and liabilities are translated at rates in effect at the end of the year; revenues and expenses are translated at average rates in effect during the year. Resulting translation adjustments are made directly to accumulated other comprehensive loss. Foreign currency transaction gains and losses are recognized in operations. Foreign currency transaction gains (losses), which are included in other income (expense), were ($110,519) in 2004, $105,984 in 2003, and $57,000 in 2002.

Cash Equivalents – Investments with an original maturity of three months or less at the date of purchase are considered cash equivalents.

Accounts Receivable – Accounts receivable are shown less an allowance for doubtful accounts of $210,914 in 2004 and $199,102 in 2003.

Inventories – Inventories are stated at the lower of cost, determined by the first in, first out method, or market.

Plant, Property and Equipment and Depreciation – Plant, property and equipment is recorded at cost. Depreciation is computed by the straight-line method over the estimated useful lives of the assets which range from 3 to 30 years.

Asset Impairments – The Company evaluates the propriety of the carrying amounts of its long-lived assets, including goodwill, at least annually, or when current events and circumstances indicate a potential impairment. The Company believes that there are no significant impairments of the carrying amounts of such assets and no reduction in their estimated useful lives is warranted.

Intangible Assets – Intangible assets with a finite useful life are recorded at cost upon acquisition and amortized over the term of the related contract. Intangible assets held by the Company with a finite useful life include deferred financing costs, patents, and trademarks. Deferred financing costs are amortized over the term of the related debt. Patents and trademarks are amortized over their estimated useful life. The weighted average amortization period of intangible assets at December 31, 2004 is 13 years.

Goodwill – As of January 1, 2002, the Company adopted Financial Accounting Standards Board Statement No. 142, *Goodwill and Other Intangible Assets (FAS 142)* and as such no longer amortizes goodwill but rather tests it annually for impairment. There was no impairment of goodwill at December 31, 2004 and 2003.

Deferred Income Taxes – Deferred income taxes are provided on the differences between the financial statement and tax bases of assets and liabilities, and on operating loss carryovers, using enacted tax rates in effect in years in which the differences are expected to reverse.

Accounting for Stock-Based Compensation – At December 31, 2004, the Company has one stock-based employee compensation plan, which is described more fully in Note 11. The Company has elected to adopt the disclosure only 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. Accordingly, 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 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.

	2004	2003	2002
Net income, as reported	$ 3,238,405	$ 1,221,831	$ 659,494
Deduct: Total stock-based employee compensation expense determined under fair value based method for all awards, net of related tax effects	(76,929)	(84,985)	(88,646)
Pro forma net income	$ 3,161,476	$ 1,136,846	$ 570,848
Basic-as reported	$ 0.96	$ 0.37	$ 0.19
Basic-pro forma	$ 0.94	$ 0.34	$ 0.17
Diluted-as reported	$ 0.85	$ 0.34	$ 0.19
Diluted-pro forma	$ 0.83	$ 0.32	$ 0.16

Revenue Recognition – The Company recognizes revenue from sales of its products when ownership transfers to the customers. Ownership transfers from the Company to its customer upon shipment of the Company's products. When right of return exists, the Company recognizes revenue in accordance with SFAS 48, *Revenue Recognition When Right of Return Exists.*

Research and Development – Research and development costs ($456,905 in 2004, $347,130 in 2003 and $385,066 in 2002) are charged to operations as incurred.

Shipping Costs – Shipping costs ($1,684,448 in 2004, $1,439,615 in 2003 and $1,272,115 in 2002) are included in selling, general and administrative expenses.

Advertising Costs – The Company expenses the production costs of advertising the first time the advertising takes place. Advertising costs ($1,109,217 in 2004, $669,065 in 2003 and $766,058 in 2002) are included in selling, general and administrative expenses.

Concentrations – The Company performs ongoing credit evaluations of its customers and generally does not require collateral. Allowances for credit losses are provided and have been within management's expectations. Net sales to the Company's three major customers, Staples, Inc., Office Max, and United Stationers, Inc., represented approximately 43% in 2004, 46% in 2003 and 46% in 2002.

Consideration paid to a reseller – As of January 1, 2002, the Company adopted the Emerging Issues Task Force consensus No. 00-25, *Vendor Income Statement Characterization of Consideration Paid to a Reseller of a Vendor's Products* (EITF 00-25). As such, the Company recognizes consideration paid to a reseller of its product as a reduction of the selling price of its products and, therefore, reduces revenue in the Company's statement of operations.

Derivatives – The Company accounts for derivative financial instruments consistent with the requirements of Financial Accounting Standards Board (FASB) Statement No. 133, *Accounting for Derivative Instruments and Hedging Activities* (Statement 133) and its amendments Statements 137, *Accounting for Derivative Instruments and Hedging Activities-Deferral of the Effective Date of FASB Statement No. 133, and Statement No. 138, Accounting for Derivative Instruments and Certain Hedging Activities*. The Company recognizes all derivative financial instruments, such as interest rate swap contracts, forward foreign exchange contracts, and foreign currency option contracts, in the consolidated financial statements at fair value regardless of the purpose or intent for holding the instrument. Changes in the fair value of derivative financial instruments are either recognized periodically in operations or in stockholders' equity as a component of accumulated other comprehensive income (loss) depending on whether the derivative financial instrument qualifies for hedge accounting, and if so, whether it qualifies as a fair value hedge or cash flow hedge. Generally, changes in fair values of derivatives accounted for as fair value hedges are recorded in operations along with the portions of the changes in the fair values of the hedged items that relate to the hedged risk(s). Changes in fair values of derivatives accounted for as cash flow hedges, to the extent they are effective as hedges, are recorded in other comprehensive (loss) income net of deferred income taxes. Changes in fair value of derivatives used as hedges of the net investment in foreign operations are reported in other comprehensive income (loss) as part of the cumulative translation adjustment. Changes in fair values of derivatives not qualifying as hedges are reported in operations.

Reclassifications – Certain prior year amounts have been reclassified to conform to the current year presentation.

3. Inventories

Inventories consist of:	2004	2003
Finished goods	$ 7,739,109	$ 7,252,114
Work in process	91,697	119,796
Materials and supplies	558,422	807,171
	$ 8,389,228	$ 8,179,081

Inventories are stated net of valuation allowances for obsolescence of $620,538 in 2004 and $374,665 in 2003.

4. Intangible Assets

Intangible assets consist of:		2004		2003
Deferred financing costs	$	70,577	$	70,577
Patents		283,866		216,869
Trademarks		282,637		12,962
		637,080		300,408
Accumulated amortization		77,434		47,448
	$	559,646	$	252,960

During the year ended December 31, 2002, the Company refinanced its revolving loan and wrote-off unamortized deferred financing costs of $53,380. The Company capitalized additional financing costs of $48,773 on the new loan. Amortization expense for deferred financing costs for the years ended December 31, 2004, 2003, and 2002, was $13,615, $21,262 and $139,589, respectively. Amortization expense for patents and trademarks for the years ended December 31, 2004 and 2003 was $16,371 and $3,144, respectively. There was no amortization expense in 2002 on patents and trademarks. The estimated aggregate amortization expense for each of the next five succeeding years are as follows: 2005 – $52,994; 2006 – $43,315; 2007 – $43,315; 2008 – $43,315 and 2009 – $43,315.

5. Other Accrued Liabilities

Other accrued liabilities consist of:		2004		2003
Vendor rebates	$	2,517,666	$	1,756,973
Other		2,584,945		980,507
	$	5,102,611	$	2,737,480

The increase in the other portion of Other Accrued liabilities primarily relates to a higher tax liability in the U.S.A. as the Company utilized all outstanding tax loss carry forwards in 2003.

6. Pension and Profit Sharing

United States employees, hired prior to July 1, 1993, are covered by a funded, defined benefit pension plan. The benefits are based on years of service and the average compensation of the highest three consecutive years during the last ten years of employment. In December 1995, the Company's Board of Directors approved an amendment to the United States pension plan ceasing all future benefit accruals as of February 1, 1996, without terminating the pension plan. The Company uses a December 31 measurement date for the pension plan.

The plan asset weighted average allocation at December 31, by asset category, are as follows:

Asset Category	2004	2003
Equity	71%	67%
Fixed Income	25%	28%
Other	4%	5%
Total	100%	100%

The Company's investment policy is to minimize risk by balancing investments between equity and fixed income, utilizing a weighted average approach of 65% equity securities, 30% fixed income funds, and 5% cash investments. Plan funds are invested in long term obligations with a history of moderate to low risk.

At December 31, 2004 and 2003, equity securities include 30,000 shares of the Company's Common Stock having a market value of $471,000 and $162,000 at those dates, respectively.

Other disclosures related to the pension plan follow:

	2004	2003
Assumptions used to determine benefit obligation:		
Discount rate	5.75%	6.00%
Changes in benefit obligation:		
Benefit obligation at beginning of year	$ (3,527,592)	$ (3,710,070)
Interest cost	(206,327)	(221,265)
Service cost	(35,000)	(35,000)
Actuarial loss	(173,813)	22,957
Benefits and plan expenses paid	461,299	415,786
Benefit obligation at end of year	(3,481,433)	(3,527,592)
Changes in plan assets:		
Fair value of plan assets at beginning of year	3,418,066	3,278,460
Actual return on plan assets	495,728	555,392
Benefits and plan expenses paid	(461,299)	(415,786)
Fair value of plan assets at end of year	3,452,495	3,418,066
Funded status	(28,938)	(109,525)
Unrecognized actuarial loss	964,199	1,096,662
Unrecognized prior service costs	96,536	105,312
Minimum pension liability, including intangible pension asset of $96,536 in 2004 and $105,312 in 2003	(1,060,735)	(1,201,974)
Accrued benefit costs	$ (28,938)	$ (109,525)

Accrued benefits costs are included in other accrued liabilities.

	2004	2003	2002
Assumptions used to determine net periodic benefit cost:			
Discount rate	6.00%	6.50%	6.50%
Expected return on plan assets	8.00%	8.00%	8.50%
Components of net benefit (expense) income:			
Interest cost	$ 206,327	$ 221,265	$ 253,046
Service cost	35,000	35,000	35,000
Expected return on plan assets	(257,424)	(246,124)	(339,765)
Amortization of prior service costs	8,776	8,776	8,776
Amortization of actuarial gain	67,972	80,687	9,205
	$ 60,651	$ 99,604	$ (33,738)

Acme United Corporation employs a building block approach in determining the long-term rate of return for plan assets. Historical markets are studied and long-term historical relationships between equities and fixed income are preserved congruent with the widely-accepted capital market principle that assets with higher volatility generate return over the long run. Current market factors such as inflation and interest rates are evaluated before long-term capital market assumptions are determined.

The following table discloses the change in other comprehensive income:

	2004	2003	2002
Decrease (increase) in minimum liability included in other comprehensive income, excluding income tax effect	$ 132,463	$ 412,912	$ (1,509,514)

The following benefits, which reflect expected future service, as appropriate, are expected to be paid:

Year	Estimated Future Benefit Payments
2005	$ 386,763
2006	373,162
2007	359,629
2008	362,522
2009	351,383
Years 2010 – 2014	1,471,356

The Company also has a qualified, non-contributory profit sharing plan covering substantially all United States employees. Annual Company contributions are determined by the Compensation Committee. For the years ended December 31, 2004, 2003 and 2002, contributions amounted to a 50% match up to the first 6% of employee contributions. Total contribution expense under this plan approximated $63,000, $61,000, $57,000 for 2004, 2003 and 2002, respectively.

7. Income Taxes

The amounts of income taxes (benefit) reflected in operations follow:

	2004	2003	2002
Current:			
Federal	$ 1,714,456	$ 513,057	$ (31,751)
State	211,927	66,783	18,000
Foreign	232,486	–	–
	2,158,869	579,840	(13,751)
Deferred:			
Federal	(70,436)	557,886	(437,330)
State	4,397	2,813	(116,519)
Foreign	9,081	(20,099)	5,382
	(56,958)	540,600	(548,467)
	$ 2,101,911	$ 1,120,440	$ (562,218)

The current state tax provision is comprised of taxes on income, the minimum capital tax and other franchise taxes related to the jurisdictions in which the Company's facilities are located.

A summary of United States and foreign income (loss) before income taxes follows:

	2004	2003	2002
United States	$ 4,927,741	$ 3,142,489	$ 942,776
Foreign	412,575	(800,218)	(845,500)
	$ 5,340,316	$ 2,342,271	$ 97,276

The following schedule reconciles the amounts of income taxes (benefit) computed at the United States statutory rate to the actual amounts reported in operations.

	2004	2003	2002
Federal income taxes at 34% statutory rate	$ 1,815,707	$ 796,372	$ 33,074
State and local taxes, net of federal income tax effect	147,373	80,199	(29,123)
Permanent items	(31,907)	(25,710)	(2,709)
Write-off intercompany investment	–	–	(567,438)
Non-recognition of foreign tax loss carryforwards	170,738	269,579	3,978
Provision (benefit) for income taxes	$ 2,101,911	$ 1,120,440	$ (562,218)

Income taxes paid, net of refunds received, were $1,390,967 in 2004, $850,600 in 2003, and $24,501 in 2002.

	2004	2003
Deferred income tax liabilities:		
Plant, property and equipment	$ 156,227	$ 174,939
Other	–	26,440
	156,227	201,379
Deferred income tax assets:		
Asset valuations	195,048	188,979
Operating loss carryforwards and credits	1,418,433	1,278,341
Pension	24,999	1,545
Other	1,627	2,773
	1,640,107	1,471,638
Net deferred income tax asset before valuation allowance	1,483,880	1,270,259
Valuation allowance	(1,335,907)	(1,139,875)
Net deferred income tax asset	$ 147,973	$ 130,384

The Company provides deferred income taxes on foreign subsidiary earnings, which are not considered permanently reinvested. Earnings permanently reinvested would become taxable upon the sale or liquidation of a foreign subsidiary or upon the remittance of dividends. Foreign subsidiary earnings of $2,189,000 and $1,666,000 are considered permanently reinvested as of December 31, 2004 and 2003, respectively, and the amount of deferred income taxes thereon cannot be reasonably determined.

In December 2004, the FASB issued FSP No. FAS 109-2, *Accounting and Disclosure Guidance for the Foreign Earnings Repatriation provision within the American Jobs Creation Act of 2004* ("AJCA"). The AJCA provides a one-time 85% dividends received deduction for certain foreign earnings that are repatriated under a plan for reinvestment in the United States, provided certain criteria are met. FSP No. 109-2 is effective immediately and provides accounting and disclosure guidance for the repatriation provision. FSP No. 109-2 allows companies additional time to evaluate the effects of the law on its unremitted earnings for the purpose of applying the "indefinite reversal criteria" under APB Opinion No. 23, *Accounting for Income Taxes – Special Areas*, and requires explanatory disclosures from companies that have not yet completed the evaluation. The Company is currently evaluating the effects of the provision and its impact on the consolidated financial statements. The Company is currently analyzing this evaluation for 2005. The range of possible amounts of unremitted earnings that is being considered for repatriation under this provision is between zero and $2,189,000. The related potential range of income tax is between zero and $745,000.

Due to the uncertain nature of the realization of the Company's deferred income tax assets based on past performance and carry forward expiration dates, the Company has recorded a valuation allowance for the amount of deferred income tax assets which are not expected to be realized. This valuation allowance is subject to periodic review, and if the allowance is reduced, the tax benefit will be recorded in future operations as a reduction of the Company's tax expense.

At December 31, 2004, the Company has tax operating loss carry forwards aggregating $4,453,024, all of which are applicable to Germany, and can be carried forward indefinitely.

8. Debt

Long term debt consists of:

	2004	2003
Notes payable:		
North American arrangements	$ 1,207,500	$ 4,493,729
Other	226,436	293,580
	1,433,936	4,787,309
Less current portion	1,378,629	2,035,349
	$ 55,307	$ 2,751,960

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 characteristics 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 December 31, 2004, $1,249,384 was outstanding and $8,750,616 was available for borrowing under this agreement. It is estimated that all long-term debt will be paid off in 2005. Amounts outstanding under the Agreement bear interest at the LIBOR rate plus 1.50% (3.90% at December 31, 2004).

The Company had maintained an interest rate swap agreement, which fixed the effective interest rate at 7.18% for $3,500,000 of debt under the previous revolving loan agreement. The swap agreement expired January 19, 2003.

On August 22, 2000 the Company borrowed $700,000 under a loan agreement with a bank to refinance a mortgage. The loan was payable in monthly installments of $6,928, including interest at the Federal Home Loan Bank of Seattle fixed advanced rate, plus 3.0%, adjusting every five years, through August 1, 2020 and a final installment of $500,800, plus interest, due on August 1, 2020. During the year ended December 31, 2003, the Company made prepayments on the loan amounting to $279,999. During the year ended December 31, 2004, the Company paid the final balance on the loan amounting to $364,117.

The Company, among other things, is restricted with respect to additional borrowings, investments, mergers, and property and equipment acquisitions. Further, the Company is required to maintain specific amounts of tangible net worth, a specified debt service coverage ratio, and a fixed charge coverage ratio, all as defined in the revolving loan agreement. The Company is in compliance with these financial covenants at December 31, 2004.

Maturities of long-term debt for the next five years follow: 2005 – $1,378,629; 2006 – $4,837; 2007 – $4,837; 2008 – $4,837; and 2009 – $4,837.

Interest paid was $157,335 in 2004, $235,265 in 2003 and $605,344 in 2002.

9. Commitments and Contingencies

The Company leases certain office, manufacturing and warehouse facilities and various equipment under non-cancelable operating leases. Total rent expense was $309,107 in 2004, $252,294 in 2003 and $165,854 in 2002. Minimum annual rental commitments under non-cancelable leases with initial or remaining terms of one year or more as of December 31, 2004 to their expiration follow: 2005 – $221,491; 2006 – $133,511; 2007 – $53,157; 2008 – $49,542; and 2009 – $48,496.

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 there will not be a material adverse impact on financial position, results of operations, or liquidity from these matters.

10. Geographic Data

Net sales of the Company's continuing operations by geographic area follow (000's omitted):

	2004	2003	2002
United States	$ 32,511	$ 26,482	$ 22,773
Canada	5,986	5,611	5,098
Europe	3,654	2,882	3,013
Hong Kong	1,230	–	–
	$ 43,381	$ 34,975	$ 30,884

Long-lived assets by geographic area follow (000's omitted):

	2004	2003	2002
United States	$ 1,189	$ 1,300	$ 1,326
Canada	182	156	157
Europe	874	854	798
Hong Kong	50	75	–
	$ 2,295	$ 2,385	$ 2,281

11. Stock Option Plans

The Company's amended and restated stock option plan, which provides incentive and nonqualified stock options for up to 790,000 shares of the Company's Common Stock to officers and key employees (the Employee's Plan), terminated on February 24, 2002. Options previously granted under the Employee's Plan continue to vest and to be exercisable in accordance with their terms, however, no new options may be granted under the Employee's Plan. The Employee's Plan provided for the purchase of shares of the Company's Common Stock at a price of not less than 100% of its fair market value at the date of grant. Generally, options granted under the Employee's Plan prior to June 24, 1996 vested immediately or within a year; after June 24, 1996, 25% of options granted vest immediately with the balance vesting over the next three years. The term of options issued cannot exceed 10 years from the date of grant.

Effective February 26, 2002, the Company adopted a new officers' and key employee's stock option plan which provides incentive and nonqualified stock options for up to 150,000 shares of the Company's Common Stock to officers and key employees (the New Employee's Plan). The New Employee's Plan provided for the purchase of shares of the Company's Common Stock at a price of not less than 100% of its fair market value at the date of grant. The term of options issued cannot exceed 10 years from the date of grant.

The Company also has a stock option plan which provides nonqualified stock options for up to 160,000 shares of the Company's Common Stock to non-salaried directors (the Director's Plan). The original Director's Plan, as approved at the 1996 Annual Meeting, granted 10,000 options to new directors elected to the Board at the 1996 Annual Meeting, which vested one year after the grant date. The Director's Plan was amended in 1997 to grant 10,000 options to directors elected at the 1997 Annual Meeting, who were first elected prior to the 1996 Annual Meeting, which vested immediately. The Director's Plan was amended again in 1998 to grant 2,500 options to each director re-elected to the Board at the annual meeting. These options vest immediately.

During 2003 and 2002, an additional 2,500 options were granted to each director. Also during 2003, 10,000 options were issued to one new director. The Director's Plan provides for the purchase of shares of the Company's Common Stock at a price of not less than 100% of its fair value at the date of grant.

A summary of changes in options issued under the Company's two stock option plans follows:

	2004	2003	2002
Options outstanding at the beginning of the year	867,150	766,850	830,350
Options granted	6,500	102,500	30,500
Options forfeited	(3,750)	(1,700)	(55,000)
Options exercised	(196,700)	(500)	(39,000)
Options outstanding at the end of the year	673,200	867,150	766,850
Options exercisable at the end of the year	622,263	747,940	635,000
Common stock available for future grants at the end of the year	60,500	64,500	167,000
Weighted average price of options:			
Granted	$ 5.50	$ 3.89	$ 3.94
Forfeited	4.33	2.67	3.35
Exercised	3.53	2.53	2.28
Outstanding	3.27	3.31	3.23
Exercisable	3.19	3.26	3.29

A summary of options outstanding at December 31, 2004 follows:

	Options Outstanding			Options Exercisable	
	Number Outstanding	Weighted Average Remaining Contractual Life (Years)	Weighted Average Exercise Price	Number Exercisable	Weighted Average Exercise Price
$1.25 to $2.49	204,600	4	$ 2.13	204,600	$ 2.13
$2.50 to $3.65	265,850	7	3.05	257,850	3.04
$3.66 to $5.00	118,250	4	4.01	84,188	4.03
$5.01 to $7.25	84,500	3	5.65	75,625	5.68
	673,200			622,263	

The weighted average remaining contractual life of outstanding stock options is 5 years.

The Company applies APB Opinion No. 25, *Accounting for Stock Issued to Employees* and related interpretations to recognize compensation expense under its stock option plans. As such, no expense is recognized if, at the date of grant, the exercise price of the option is at least equal to the fair market value of the Company's Common Stock. No compensation expense related to the Company's stock option plans was required to be recognized for its plans in 2004, 2003 and 2002 except as discussed in Note 17.

The weighted average fair value at the date of grant for options granted during 2004, 2003, and 2002 was $2.59, $1.79, $1.82 per option, respectively.

The fair value of options at the date of grant was estimated using the Black-Scholes model with the following weighted average assumptions:

	2004	2003	2002
Expected Life in Years	5	5	5
Interest Rate	3.84%	3.00%	3.00%
Volatility	0.527	0.480	0.491
Dividend Yield	1.09%	0%	0%

12. Earnings Per Share

The calculation of earnings per share follows:

	2004	2003	2002
Numerator:			
Net income	$ 3,238,405	$ 1,221,831	$ 659,494
Denominator:			
Denominator for basic earnings per share			
Weighted average shares outstanding	3,364,033	3,317,231	3,400,151
Effect of dilutive employee stock options	442,995	240,663	155,575
Denominator for dilutive earnings per share	3,807,028	3,557,894	3,555,726
Basic earnings per share	$ 0.96	$ 0.37	$ 0.19
Dilutive earnings per share	$ 0.85	$ 0.34	$ 0.19

For 2003 and 2002, 87,000 and 79,000 stock options, respectively, were excluded from diluted earnings per share calculations because they would have been anti-dilutive.

13. Accumulated Other Comprehensive Loss

The components of the accumulated other comprehensive loss follow:

	Translation Adjustment	Derivative Financial Instruments	Minimum Pension Liability	Total
Balances, January 1, 2003	$ (1,350,485)	$ (17,573)	$ (948,756)	$ (2,316,814)
Change in Fair Value of Derivative Financial Instruments		26,974		26,974
Income Taxes Relating to Derivative Financial Instruments		(9,401)		(9,401)
Change in Fair Value of Minimum Pension Liability			412,912	412,912
Income Taxes Relating to Minimum Pension Liability			(155,053)	(155,053)
Translation Adjustment	670,941			670,941
Balances, December 31, 2003	(679,544)	0	(690,897)	(1,370,441)
Change in Fair Value of Derivative Financial Instruments		(82,268)		(82,268)
Change in Fair Value of Minimum Pension Liability			132,463	132,463
Income Taxes Relating to Minimum Pension Liability			(39,369)	(39,369)
Translation Adjustment	328,028			328,028
Balances, December 31, 2004	$ (351,516)	$ (82,268)	$ (597,803)	$ (1,031,587)

14. Financial Instruments

The following methods and assumptions were used by the Company in estimating its fair value disclosures for financial instruments:

Cash and cash equivalents: The carrying amount reported in the balance sheet for cash and cash equivalents approximates fair value.

Accounts receivable and accounts payable: The carrying amounts reported in the balance sheet for accounts receivable and accounts payable approximate fair value.

Long-and short-term debt: The carrying amounts of the Company's borrowings under its short-term notes payable and revolving credit arrangements approximate their fair value. The fair values of the Company's long-term debt are estimated using discounted cash flow analyses, based on the Company's current incremental borrowing rates for similar types of borrowing arrangements.

Forward foreign exchange contracts and interest rate swaps: The fair values of the Company's forward foreign currency contracts and interest rate swaps are estimated based on dealer quotes.

The carrying amounts and fair values of the Company's financial instruments follow (000's omitted):

	2004		2003	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
Cash and cash equivalent	$ 1,930	$ 1,930	$ 1,391	$ 1,391
Accounts receivable	8,885	8,885	6,795	6,795
Accounts payable	(2,316)	(2,316)	(1,743)	(1,743)
Short term notes payable	(42)	(42)	(141)	(141)
Long term debt	(1,434)	(1,434)	(4,787)	(4,787)
Forward foreign exchange contract	(82)	(82)		

Derivative Financial Instruments

The Company uses derivatives for cash flow hedging purposes as part of its risk management strategy. Following is a summary of the Company's risk management strategies and derivatives and the effect of them on the Company's consolidated financial statements.

The Company and its foreign subsidiaries utilize bank loans to finance their operations. To mitigate foreign currency risk, foreign loans are denominated in the local currency of the foreign subsidiary wherever possible.

In September 2004, the Company entered into a forward foreign currency contract to hedge forecasted 2005 inventory purchases by the Company's Canadian subsidiary in a foreign currency other than the Canadian subsidiary's functional currency, the Canadian dollar. The fair value of the forward foreign currency contract totaled $82,268 and is reflected as a liability and component of accumulated other comprehensive loss in the accompanying consolidated balance sheet.

In 2000, the Company entered into an interest-rate swap agreement that effectively converted a portion of its floating-rate debt to a fixed-rate basis through January 19, 2003, the agreement maturity date, thus reducing the impact of interest-rate changes on future income. During 2003 and 2002, the Company recognized expense of $26,874 and $174,122 respectively, related to the net amounts paid and accrued on interest rate swaps, which are included in interest expense in each year's respective consolidated statements of income.

15. Restructuring Charges

In 2002, restructuring charges of approximately $555,000 were recorded as a result of certain strategic and operating changes initiated by the Company's management related to liquidating Acme United Limited (AUL), a United Kingdom subsidiary. The restructuring charges consisted of a write-down of inventories of $206,000, accounting and legal costs of $95,000, lease cancellation costs of $90,000, a write-off of goodwill of $69,000, severance costs of $55,000, other closing costs of $22,000, a write-off of uncollectible accounts receivable of $9,000 and write-offs of equipment of $9,000. As of December 31, 2002, the restructuring was substantially complete and approximately $36,000 remained in accrued restructuring charges, primarily related to accounting and legal costs. The Company terminated five employees as part of the restructuring.

16. Quarterly Data (unaudited)

(000's omitted, except per share data)

2004	First	Second	Third	Fourth	Total
			Quarters		
Net Sales	$ 8,567	$ 12,298	$ 11,595	$ 10,921	$ 43,381
Cost of Goods Sold	4,848	6,779	6,142	5,959	23,728
Net Income	392	1,075	1,017	754	3,238
Basic Earnings Per Share	$ 0.12	$ 0.32	$ 0.30	$ 0.22	$ 0.96
Diluted Earnings Per Share	$ 0.11	$ 0.29	$ 0.26	$ 0.19	$ 0.85
2003	**First**	**Second**	**Third**	**Fourth**	**Total**
Net Sales	$ 7,189	$ 10,142	$ 9,538	$ 8,106	$ 34,975
Cost of Goods Sold	4,307	6,221	6,367	4,946	21,842
Net Income	78	615	302	227	1,222
Basic Earnings Per Share	$ 0.02	$ 0.18	$ 0.09	$ 0.07	$ 0.37
Diluted Earnings Per Share	$ 0.02	$ 0.17	$ 0.08	$ 0.06	$ 0.34

Earnings per share are computed independently for each of the quarters presented. Therefore, the sum of the quarterly earnings per share may not necessarily equal the total for the year.

17. Capital Structure

In 2004, the Company issued 196,700 shares of common stock with proceeds of $694,179 upon the exercise of outstanding stock options. The Company also repurchased 48,830 shares of common stock for treasury. The shares were purchased at fair market value, with a total cost to the Company of $252,798. During the first quarter, an additional $31,225 of compensation expense was charged to operating results as a result of the Company's repurchase of 16,000 shares within six months of exercise of certain options by a terminated employee.

18. 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 purchase price was a stand-by letter of credit the Company issued in the amount of $230,000 for a trademark from Alco Industries, Inc. that was renewed by the U.S. Patent and Trademark Office on July 13, 2004. The letter of credit was set-up to expire on May 28, 2005, if the trademark was not renewed. Since the trademark was renewed prior to the expiration date, Alco Industries, Inc. enforced the letter of credit and drew down the funds. Included in the accompanying Statement of Operations are the operations of the acquired business since the date of acquisition. Proforma operating information for the periods prior to the acquisition is not provided because of the immateriality of the transaction on a proforma basis.

19. Impairment of Equipment

During the second quarter of 2004, the Company abandoned its ruler manufacturing equipment. In accordance with FASB 144, *Accounting for the Impairment or Disposal of Long-Lived Assets*, the Company recorded an impairment loss of $84,820, or $0.02 a share, for the full amount of the assets at the time of abandonment.

Report of Independent Registered Public Accounting Firm

To the Board of Directors and Stockholders of Acme United Corporation

We have audited the accompanying consolidated balance sheets of Acme United Corporation and subsidiaries as of December 31, 2004 and 2003, and the related consolidated statements of operations, changes in stockholders' equity, and cash flows for each of the three years in the period ended December 31, 2004. Our audits also included the financial statement schedule listed in the Index at Item 15(a). These financial statements and schedule are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements and schedule based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of Acme United Corporation and subsidiaries at December 31, 2004 and 2003, and the consolidated results of their operations and their cash flows for each of the three years in the period ended December 31, 2004, in conformity with U.S. generally accepted accounting principles. Also, in our opinion, the related financial statement schedule, when considered in relation to the basic financial statements taken as a whole, presents fairly in all material respects the information set forth therein.

/s/ Ernst & Young LLP

Ernst & Young LLP
Hartford, Connecticut
February 14, 2005

ITEM 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

There have been no disagreements with accountants related to accounting and financial disclosures in 2004.

ITEM 9A. 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 December 31, 2004, 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 December 31, 2004, there were no changes in our internal control over financial reporting that materially affected, or was reasonably likely to materially affect, this control.

PART III

ITEM 10. Directors and Executive Officers of the Registrant

The following table sets forth certain information with respect to the directors and executive officers of the Company. All directors of the Company hold office until the next annual meeting of the shareholders or until their successors have been elected and qualified. Executive officers are elected by the Board of Directors to hold office until their successors are elected and qualified.

Name	Age	Position Held with Company
Walter C. Johnsen	54	President, Chief Executive Officer and Director
Gary D. Penisten	73	Chairman of the Board and Director
Brian S. Olschan	48	Executive Vice President, Chief Operating Officer and Director
Paul G. Driscoll	44	Vice President, Chief Financial Officer, Secretary and Treasurer
George R. Dunbar	81	Director
Richmond Y. Holden, Jr.	51	Director
Wayne R. Moore	73	Director
Stevenson E. Ward III	59	Director
Susan H. Murphy	53	Director

Walter C. Johnsen has served as director since 1995 and as President and Chief Executive Officer since November 30, 1995. Prior to that he was Executive Vice President since January 24, 1995. He also was Chief Financial Officer from March 26, 1996 until June 30, 1996. Before joining the Company he was Vice Chairman and a principal of Marshall Products, Inc., a medical supply distributor.

Gary D. Penisten has served as director since 1994 and Chairman of the Board since February 27, 1996. From 1977 to 1988, he was Senior Vice President of Finance, Chief Financial Officer and a Director of Sterling Drug Inc. in New York City. From 1974 to 1977 he served as Assistant Secretary of the United States Navy. Prior to that he was employed by General Electric for twenty-one years.

Brian S. Olschan served as Senior Vice President-Sales and Marketing from September 10, 1996 until February 22, 1999. Effective January 23, 1999, he was promoted to Executive Vice President and Chief Operating Officer. From 1984 to 1996, he was employed by General Cable Corporation in various executive positions including Vice President and General Manager of the Cordset and Assembly Business from 1994 to 1996.

Paul G. Driscoll has served as Vice President and Chief Financial Officer, Secretary and Treasurer since October 2, 2002. Mr. Driscoll joined Acme as Director International Finance on March 19, 2001. From 1997 to 2001 he was employed by Ernest and Julio Gallo Winery including two years in Japan as Director of Finance and Operations. Prior to Gallo he served in several increasingly responsible positions in Sterling Winthrop Inc. in New York City and Sanofi S.A. in France.

George R. Dunbar has served as director since 1977. He is currently President of The U.S. Baird Corporation and Dunbar Associates, a municipal management consulting firm. He is a former Chief Administrative Officer for the City of Bridgeport and served as President (1972-1987) of the Bryant Electric Division of Westinghouse Electric Corporation, manufacturer of electrical distribution and utilization products, Bridgeport, Connecticut.

Richmond Y. Holden, Jr. has served as director since 1998. He has served as President and Chief Executive Officer of J.L. Hammett Co. since 1992; Executive Vice President from 1989 to 1992. J.L. Hammett Co. is a distributor and online retailer of educational products throughout the United States, and is one of the largest distributors to the K-12 educational marketplace.

Wayne R. Moore has served as director since 1976. He is presently Chairman Emeritus of The Producto Machine Company, manufacturer of machine tools, special machines, and tool die and mold components. He was Chairman of the Board of The Producto Machine Company and the Moore Special Tool Company, manufacturer of machine tools, measuring machines and metrology products. Mr. Moore was Chairman of the U.S. Machine Tool Builders/ Association for Manufacturing Technology (1985-1986) and Committee Member of U.S. Eximbank (1984). He is a Trustee of the American Precision Museum and on the Board of advisors of the Fairfield University School of Engineering.

Stevenson E. Ward III has served as director since 2001. He is presently Vice President and Chief Financial Officer of Triton Thalassic Technologies, Inc. From 1999 through 2000, Mr. Ward served as Senior Vice President – Administration of Sanofi-Synthelabo, Inc. He also served as Executive Vice President (1996 – 1999) and Chief Financial Officer (1994 – 1995) of Sanofi, Inc. and Vice President, Pharmaceutical Group, Sterling Winthrop, Inc. (1992 – 1994). Prior to joining Sterling he was employed by General Electric.

Susan H. Murphy has served as director since 2003. She is presently Vice President for Student and Academic Services at Cornell University. From 1985 through 1994, Ms. Murphy served as Dean of Admissions and Financial Aid. Ms. Murphy has been employed at Cornell since 1978.

The Company has adopted a Code of Conduct that is applicable to our employees, including the Chief Executive Officer, Chief Financial Officer and Controller. The Code of Conduct is available in the investor relations section on our website at www.acmeunited.com

If we make any substantive amendments to the Code of Conduct which apply to our Chief Executive Officer, Chief Financial Officer or Controller or grant any waiver, including any implicit waiver, from a provision of the Code of Conduct to our executive officers, we will disclose the nature of the amendment or waiver on our website or in a report on Form 8-K.

ITEM 11. Executive Compensation

The information contained on pages 7-12 of Acme United Corporations Proxy Statement Dated March 28, 2005, with respect to executive compensation, is incorporated here in by reference in response to this item.

ITEM 12. Security Ownership of Certain Beneficial Owners and Management

The information contained on pages 6-7 of Acme United Corporations Proxy Statement Dated March 28, 2005, with respect to security ownership of certain beneficial owners and management, is incorporated here in by reference in response to this item.

ITEM 13. Certain Relationships and Related Transactions

(None)

ITEM 14. Principal Accountant Fees and Services

The information contained on pages 20-21 of Acme United Corporations Proxy Statement Dated March 28, 2005, with respect to principal accountant fees and services, is incorporated here in by reference in response to this item.

PART IV

ITEM 15. Exhibits and Financial Statement Schedules

(a)(1) Financial Statements.

- Consolidated Balance Sheets
- Consolidated Statements of Operations
- Consolidated Statements of Changes in Stockholders' Equity
- Consolidated Statements of Cash Flows
- Notes to Consolidated Financial Statements
- Report of Independent Registered Public Accounting Firm

(a)(2) Financial Statement Schedules

- Schedule 2 — Valuation and Qualifying Accounts
- Schedules other than those listed above have been omitted because of the absence of conditions under which they are required or because the required information is presented in the Financial Statements or Notes thereto.

(a)(3) The exhibits listed under Item 15(b) are filed or incorporated by reference herein.

(b) Exhibits.

The exhibits listed below are filed as part of this Annual Report on form 10-K. Certain of the exhibits, as indicated, have been previously filed and are incorporated herein by reference.

Exhibit No.	Identification of Exhibit
3(i)	Certificate of Organization of the Company (1)
	Amendment to Certificate of Organization of Registrant dated September 24, 1968 (1)
	Amendment to Certificate of Incorporation of the Company dated April 27, 1971 (2)
	Amendment to Certificate of Incorporation of the Company dated June 29, 1971 (2)
3(ii)	Bylaws of the Company
4	Specimen of Common Stock certificate (2)
10.1	Non-Salaried Director Stock Option Plan dated April 22, 1996* (3)
10.1(a)	Amendment No. 1 to the Non-Salaried Director Stock Option Plan *(4)
10.1(b)	Amendment No. 2 to the Non-Salaried Director Stock Option Plan *(5)
10.2	1992 Amended and Restated Stock Option Plan* (6)
10.2(a)	Amendment No. 1 to the Amended and Restated Stock Option Plan* (7)
10.2(b)	Amendment No. 2 to the Amended and Restated Stock Option Plan* (8)
10.2(c)	Amendment No. 3 to the Amended and Restated Stock Option Plan* (9)
10.2(d)	Amendment No. 4 to the Amended and Restated Stock Option Plan* (9)
10.3	Acme United Employee Stock Option Plan dated February 26, 2002*
10.4	Severance Pay Plan dated September 28, 2004*
10.5	Salary Continuation Plan dated September 28, 2004*
21	Subsidiaries of the Registrant
23	Consent of Ernst & Young, Independent Auditors
31.1	Certification of Walter Johnsen pursuant to Rule 13a-14(a) and 15d-14(a) and Section 302 of the Sarbanes-Oxley Act of 2002
31.2	Certification of Paul Driscoll pursuant to Rule 13a-14(a) and 15d-14(a) and Section 302 of the Sarbanes-Oxley Act of 2002
32.1	Certification of Walter Johnsen pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
32.2	Certification of Paul Driscoll pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

* Indicates a management contract or a compensatory plan or arrangement

(1) Previously filed in S-1 Registration Statement No. 230682 filed with the Commission on November 7, 1968 and amended by Amendment No. 1 on December 31, 1968 and by Amendment No. 2 on January 31, 1969.

(2) Previously filed as an exhibit to the Company's Form 10-K filed in 1971.

(3) Previously filed in the Company's Form S-8 Registration Statement No. 333-26739 filed with the Commission on May 9, 1997.

(4) Previously filed in the Company's Form S-8 Registration Statement No. 333-84505 filed with the Commission on August 4, 1999.

(5) Previously filed in the Company's Form S-8 Registration Statement No. 333-70348 filed with the Commission on September 21, 2000.

(6) Previously filed as an exhibit to the Company's Proxy Statement filed on March 29, 1996.

(7) Previously filed in the Company's Form S-8 Registration Statement No. 333-26737 filed with the Commission on May 9, 1997.

(8) Previously filed in the Company's Form S-8 Registration Statement No. 333-84499 filed with the Commission on August 4, 1999.

(9) Previously filed in the Company's Form S-8 Registration Statement No. 333-70346 filed with the Commission on September 27, 2001.

Schedule II

Acme United Corporation and Subsidiaries

Valuation and Qualifying Accounts

For the years ended December 31, 2004, 2003 and 2002

	Balance at Beginning of Period	Charged to Costs and Expenses	Deductions and Other Adjustments	Balance at End of Period
2004				
Allowance for doubtful accounts	$ 199,102	$ 123,809	$ 111,997	$ 210,914
Allowance for inventory obsolescence	374,665	425,127	179,253	620,538
Deferred income tax asset valuation allowance	1,139,875	196,032	–	1,335,907
2003				
Allowance for doubtful accounts	$ 205,213	$ 61,924	$ 68,035	$ 199,102
Allowance for inventory obsolescence	407,881	273,447	306,663	374,665
Deferred income tax asset valuation allowance	1,130,777	9,098	–	1,139,875
2002				
Allowance for doubtful accounts	$ 209,508	$ 71,998	$ 76,293	$ 205,213
Allowance for inventory obsolescence	273,260	216,512	81,891	407,881
Deferred income tax asset valuation allowance	1,552,666	–	421,889	1,130,777

EXHIBIT 21

Parents and Subsidiaries

The Company was organized as a partnership in 1867 and incorporated in 1882 under the laws of the State of Connecticut as The Acme Shear Company. The corporate name was changed to Acme United Corporation in 1971.

There is no parent of the registrant.

Registrant has the following subsidiaries, all of which are totally held:

Name	Country of Incorporation
Acme United Limited	Canada
Acme United Europe GmbH	Germany
Acme United (Asia Pacific) Limited	Hong Kong

All subsidiaries are active and included in the consolidated financial statements.

EXHIBIT 23

Consent of Independent Registered Public Accounting Firm

We consent to the incorporation by reference in the Registration Statements (Form S-8 Nos. 333-84499, 33-98918, 333-26737, and 333-70346) pertaining to the Acme United Corporation Amended and Restated Stock Option Plan, the Registration Statements (Form S-8 Nos. 333-84505, 333-26739, and 333-70348) pertaining to the Acme United Corporation Non-Salaried Director Stock Option Plan and the Registration Statement (Form S-8 No. 333-84509) pertaining to the Acme United Corporation Deferred Compensation Plan for Directors and Acme United Corporation Deferred Compensation Plan for Walter C. Johnsen of our report dated February 14, 2005, with respect to the consolidated financial statements and schedule of Acme United Corporation and subsidiaries included in the Annual Report (Form 10-K) for the year ended December 31, 2004.

/s/ Ernst & Young LLP

Ernst & Young LLP
Hartford, Connecticut
March 15, 2005

EXHIBIT 31.2

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 annual report on Form 10-K for the annual period ended December 31, 2004 (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: March 17, 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.

EXHIBIT 31.2

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 annual report on Form 10-K for the annual period ended December 31, 2004 (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/ Paul G. Driscoll

Paul G. Driscoll
Vice President and Chief Financial Officer

Dated: March 17, 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.

Pursuant to the requirements of Section 13 or 15(d) 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, on March 17, 2005.

ACME UNITED CORPORATION
(Registrant)

Signatures	Titles
/s/ Walter C. Johnsen Walter C. Johnsen	President, Chief Executive Officer and Director
/s/ Gary D. Penisten Gary D. Penisten	Chairman of the Board and Director
/s/ Brian S. Olschan Brian S. Olschan	Executive Vice President, Chief Operating Officer and Director
/s/ Paul G. Driscoll Paul G. Driscoll	Vice President, Chief Financial Officer, Secretary and Treasurer
/s/ George R. Dunbar George R. Dunbar	Director
/s/ Richmond Y. Holden, Jr. Richmond Y. Holden, Jr.	Director
/s/ Wayne R. Moore Wayne R. Moore	Director
/s/ Susan H. Murphy Susan H. Murphy	Director
/s/ Stevenson E. Ward III Stevenson E. Ward III	Director

EXHIBIT 32.1

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 annual report on Form 10-K 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: March 17, 2005

EXHIBIT 32.2

Certification Pursuant to 18 U.S.C. Section 1350,
As Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

I, Paul G. Driscoll, certify that:

I have reviewed this Annual 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: March 17, 2005

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Officers

Walter C. Johnsen
President and Chief Executive Officer

Brian S. Olschan
Executive Vice President and
Chief Operating Officer

Paul G. Driscoll
Vice President and
Chief Financial Officer,
Secretary and Treasurer

James A. Benkovic
Senior Vice President — Global Sales

Larry H. Buchtmann
Vice President — Operations and
Technology

International Key Management

Harry G. Wanless
General Manager,
Acme United Limited (Canada)

Anthony G. Poole
General Manager
Acme United Europe (UK Division)

Dennis Liang
General Manager,
Acme United (Asia Pacific) Limited

Willi Engelsberg
Managing Director
Acme United Europe, GmbH

Directors

Gary D. Penisten
Chairman of the Board
Acme United Corporation

George R. Dunbar
President, US Baird Corporation
President, Dunbar Associates

Richmond Y. Holden, Jr.
President and Chief Executive Officer
J.L. Hammett Co.

Walter C. Johnsen
President and Chief Executive Officer
Acme United Corporation

Wayne R. Moore
Director and Chairman Emeritus
The Producto Machine Company

Susan H. Murphy
Vice President for Student
and Academic Services
Cornell University

Brian S. Olschan
Executive Vice President and
Chief Operating Officer
Acme United Corporation

Stevenson E. Ward III
Vice President and
Chief Financial Officer
Triton Thalassic Technologies, Inc.

Corporate Offices

Acme United Corporation
1931 Black Rock Turnpike
Fairfield, CT 06825
203 332 7330

Stock Listing

The stock of Acme United Corporation is traded on the American Stock Exchange under the symbol ACU.

Annual Meeting

will be held at 11 a.m. on
Monday, April 25, 2005 at
The American Stock Exchange
86 Trinity Place, New York, NY 10006

Transfer Agent

American Stock Transfer Company
40 Wall Street, New York, NY 10005

Counsel

Brody, Wilkinson and Ober, P.C.
2507 Post Road, Southport, CT 06490

Auditors

Ernst & Young LLP
225 Asylum Street, Hartford, CT 06103

Acme United Corporation

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