\_\_\_\_\_ SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549 \_\_\_\_\_ FORM 10-Q \_\_\_\_\_ |X| QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the quarterly period ended March 31, 2004 OR | | TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from to \_\_\_\_\_ Commission file number 04823 ACME UNITED CORPORATION (Exact name of registrant as specified in its charter) \_\_\_\_\_ CONNECTICUT 06-0236700 ----------(State or other jurisdiction (I.R.S. Employer of incorporation or organization) 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 Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days. Yes |X| No | | Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act). Yes | | No |X| Registrant had 3,818,812 shares outstanding as of April 28, 2004 of its \$2.50 par value Common Stock. (1)ACME UNITED CORPORATION Page \_\_\_\_ Part I-- FINANCIAL INFORMATION

Part II -- OTHER INFORMATION

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# (2)

# ACME UNITED CORPORATION

# $\label{eq:condensed} \begin{array}{c} \mbox{CONDENSED CONSOLIDATED BALANCE SHEETS} \\ \mbox{(all amounts in thousands, except per share data)} \end{array}$

		At December 31 2003
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 892	\$ 1,391
Accounts receivable, less allowance	6,687	7,075
Inventories:		
Finished goods	7,559	7,252
Work in process		120
Raw materials and supplies		807
		8,179
Prepaid expenses and other current assets	607	260
Deferred income taxes	266	286
Total current assets		17,191
Property, plant and equipment:		
Land		235
Buildings		2,644
Machinery and equipment	5,792	5,772
	8,664	8,651
Less accumulated depreciation	6,303	6,266
	2,361	2,385
Other assets		358
Goodwill	89	89
Total assets		\$ 20,023
		=

See notes to condensed consolidated financial statements.

# (3)

# ACME UNITED CORPORATION

CONDENSED CONSOLIDATED BALANCE SHEETS - continued (all amounts in thousands, except per share data)

	At March 31 2004 (UNAUDITED)	At December 31 2003
LIABILITIES		
Current liabilities: Notes payable	\$ 183	\$ 141
Accounts payable Other accrued liabilities Current portion of long-term debt	1,721 1,870 1,745	1,743 2,494 2,035
Total current liabilities Deferred income taxes	5,519 156	6,413 156

Long-term debt, less current portion Other	,	2,752 524
Total liabilities	8,820	9,845
STOCKHOLDERS' EQUITY Common stock, par value \$2.50: authorized 8,000,000 shares; issued 3,743,812 shares,		
including treasury stock Treasury stock, at cost - 403,261 shares	9,360	9,132
in 2004 and 387,261 shares in 2003	(1,672)	(1,622)
Additional paid-in capital		2,029
Retained earnings	2,402	2,010
Accumulated other comprehensive loss:	,	,
Translation adjustment	(737)	(680)
Minimum pension liability	(691)	(691)
	(1,428)	(1,371)
Total stockholders' equity	10,785	10,178
Total liabilities and stockholders' equity	\$ 19,605	\$ 20,023

See notes to condensed consolidated financial statements.

# (4)

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

	Three Months Ended March 31	
	2004	2003
Net sales	\$ 8,567	\$ 7,189
Costs and expenses: Cost of goods sold Selling, general and administrative expenses	4,848 2,969	4,307 2,301
	7,817	
Income before non operating items Non operating items:	750	581
Interest expense Other (income) expense	45 (5)	79 150
	40	
Income before income taxes Income tax expense		352 274
Net income	392	78
Other comprehensive (expense) income - Foreign currency translation Change in fair value of derivative financial instrument less deferred income taxes of \$9 in 2003	(57)	234 17
Comprehensive income	\$ 335 ========	\$ 329
Basic earnings per share		\$ 0.02
Diluted earnings per share	\$ 0.11 ======	\$ 0.02
Weighted average number of common shares outstanding- denominator used for basic per share computations	3,303	3,378

Weighted average number of dilutive stock options		
outstanding	289	102
Denominator used for diluted per share computations	3,592	3,480

See notes to condensed consolidated financial statements

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#### ACME UNITED CORPORATION CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS (UNAUDITED) (all amounts in thousands of dollars)

	Three Months Ended March 31	
	2004	2003
Operating Activities:	\$ 392	\$ 78
Net income Adjustments to reconcile net income	\$ 392	Ş /8
to net cash provided (used) by operating activities:		
Depreciation	105	104
Amortization		6
Deferred income taxes	20	274
Gain on sale of assets	(19)	-
Changes in operating assets and liabilities:		
Accounts receivable	376	391
Inventories	(155)	(410)
Prepaid expenses and other current assets	(305)	2
Other assets	30	33
Accounts payable	(60)	117
Other accrued liabilities	(456)	(591)
Total adjustments	(459)	(74)
Net cash provided (used) by operating activities	(67)	3
Investing Activities: Purchase of plant, property and equipment	(107)	(114)
Proceeds from sale of plant, property and equipment	(107)	(114)
Purchase of patents and trademarks	(2)	(17)
referabe of patenes and erademarks	(2)	, ,
Net cash used by investing activities	(86)	(131)
Financing Activities:		
Net short-term (payments) borrowings	(396)	321
Payments of long-term debt	(210)	-
Proceeds from issuance of common stock	322	-
Purchase of 16,000 shares of common stock in 2004 and		
10,000 shares of common stock in 2003 for treasury	(50)	(32)
Net cash provided (used) by financing activities	(334)	289
Effect of exchange rate changes	(12)	30
Net change in cash and cash equivalents		192
Cash and cash equivalents at beginning of period	1,391	597
Cash and cash equivalents at end of period	\$ 892	\$ 789

See notes to condensed consolidated financial statements

#### (6)

# Notes to CONDENSED CONSOLIDATED Financial Statements

#### (UNAUDITED)

#### Note 1 -- Basis of Presentation

In the opinion of management, the accompanying condensed consolidated financial statements include all adjustments necessary to present fairly the financial position, results of operations and cash flows. These adjustments are of a normal, recurring nature. However, the financial statements do not include all of the disclosures normally required by accounting principles generally accepted in the United States of America or those normally made in the Company's annual report on Form 10-K. Please refer to the Company's annual report on Form 10-K for the year ended December 31, 2003 for such disclosures. The condensed consolidated balance sheet as of December 31, 2003 was derived from the audited consolidated balance sheet as of that date. The results of operations for interim periods are not necessarily indicative of the results to be expected for the full year.

# Note 2 -- Contingencies

The Company has been involved in certain environmental and other matters. Based on information available, the Company believes that there will not be a material adverse impact on financial position, results of operations, or liquidity, from these matters, either individually or in aggregate.

#### Note 3 -- Pension

Components of net periodic pension cost for the three months ended:

	March 31 2004	March 31 2003
Components of net periodic benefit cost:		
Interest cost	\$ 49,727	\$ 55,316
Service cost	\$ 8,750	\$ 8,750
Expected return on plan assets	\$ (64,281)	\$ (61,531)
Amortization of prior service costs	\$ 2,194	\$ 2,194
Amortization of actuarial gain	\$ 12,399	\$ 20,172
	\$ 8,789	\$ 24,901

The Company previously disclosed in its financial statements for the year ended December 31, 2003 that it expected to contribute \$29,000 to its pension plan. As of March 31, 2004, no contributions have been made. The Company does not anticipate at this time to contribute more to its pension plan in 2004 than the original estimate of \$29,000.

#### Note 4 -- Accounting for Stock-Based Compensation

At March 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 greater than the fair market value of the Company's stock at date of grant. Generally, no stock-based employee compensation cost is reflected in net income, as all options granted had an exercise price equal to the market value of the underlying common stock on the date of grant. See Note 7 for shares exercised in January 2004.

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 for the three months ended:

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	March 31 2004	March 31 2003
Net income, as reported Deduct: Total stock-based employee compensation	\$ 391,864	\$ 77,834

expense determined under fair value based method for all awards, net of related income tax effects		20,305	1	8,977
Pro forma net income	\$3	71,559	\$ 5	58,857
Basic-as reported	\$	0.12	\$	0.02
Basic-pro forma	\$	0.11	\$	
Diluted-as reported	\$	0.11	\$	0.02
Diluted-pro forma	\$	0.10	\$	

# Note 5 -- Litigation Settlement

As a result of significant developments in the first quarter of 2003 the Company's German subsidiary settled litigation for \$175,000. This amount exceeded previous accruals by \$153,000 and was charged to other expense.

# Note 6 -- Income Taxes

In 2004 and 2003, consolidated income before income taxes includes losses of foreign subsidiaries with no income tax benefit, resulting in an effective consolidated income tax rate greater than the United States statutory rate.

#### Note 7 -- Capital Structure

During the first quarter of 2004, the Company issued 91,000 shares of common stock with a value of \$322,250 upon the exercise of outstanding stock options. The company also repurchased 16,000 shares of common stock for treasury. The shares were purchased at fair market value, with a total cost to the Company of \$50,375. An additional \$31,225 of compensation expense was charged to operating results as a result of the transaction, as the shares were repurchased by the Company within six months of the original option exercise.

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#### MANAGEMENT'S DISCUSSION AND ANALYSIS OF

FINANCIAL CONDITION AND RESULTS OF OPERATIONS

For the Three Months Ended March 31, 2004

## Results of Operations

#### Net Sales

Traditionally, the Company's sales are stronger in the second and third quarters, and weaker in the first and fourth quarters of the fiscal year due to the seasonal nature of the business specific to the back-to-school season. Consolidated net sales for the quarter ended March 31, 2004 were \$8,567,000 compared with \$7,189,000 for 2003, a 19% increase. Excluding the favorable effect of currency gains in Canada and Europe the net sales increase represented 15%. The sales increase was mainly driven by a 16% increase in the U.S. due to market share gains, new product launches and the early delivery of back-to-school products. International sales were up 11% in local currency.

# Gross Profit

The gross profit for the first quarter of 2004 was \$3,719,000 (43.4% of net sales) compared to \$2,882,000 (40.1% of net sales) for the first quarter of 2003. The introduction of new products coupled with productivity gains were the main reasons for the improved gross margins.

# Selling, General and Administrative Expenses

Selling, general and administrative ("SG&A") expenses for the first quarter of 2004 were \$2,969,000 (35% of net sales) compared with \$2,301,000 (32% of net sales) for the same period of 2003, an increase of \$670,000. The majority of the increase was selling related expenses, the new sourcing and quality control office in Hong Kong and the addition of marketing personnel in North America.

#### Interest Expense

Interest expense for the first quarter of 2004 was \$45,000, compared with \$79,000 for 2003, a \$34,000 decrease. This is mainly attributable to the decline in debt.

#### Other Expense

Net other income was \$5,000 in the first quarter of 2004 compared to net other expense of \$150,000 in the first quarter of 2003. The change from 2003 relates to the settlement of a lawsuit in Germany in late March of 2003.

#### Income Before Income Taxes

Income before income taxes was \$710,000 in the first quarter of 2004 compared with \$352,000 in the first quarter of 2003, an increase of \$358,000. Pretax income for North America increased by \$120,000. The European operations lost \$140,000 in the first quarter of 2004 compared to \$378,000 in 2003. 2003 results included a one-time expense of \$175,000 for settlement of a lawsuit. The profitability in Europe is improving due to higher sales and lower fixed costs.

#### Income Taxes

The effective tax rate in the first quarter of 2004 was 45% compared to 78% in the first quarter of 2003. The improvement is principally due to the lower losses in Europe, for which the benefit can not be utilized to offset earnings.

#### Net Income

Net income for the first quarter of 2004 was \$392,000, or 11 cents per share (diluted), compared to a net income of \$78,000, or 2 cents per share (diluted) for the same period of 2002.

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# MANAGEMENT'S DISCUSSION AND ANALYSIS OF

#### FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued

For the Three Months Ended March 31, 2004

# Financial Condition

Liquidity and Capital Resources

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

	March 31, 2004	December 31, 2003
Working capital	\$11,269,000	\$10 <b>,</b> 777 <b>,</b> 000
Current ratio	3.04 to 1	2.68 to 1
Long-term debt to equity ratio	24.0%	27.0%

During the first three months of 2004, total debt decreased by \$459,066 compared to total debt at December 31, 2003 principally as a result of proceeds from the issuance of common stock from the exercise of options, and the build up of inventory at year end 2003.

The Company has a revolving loan agreement, which allows for borrowings up to a maximum of \$10,000,000 based on a formula, which applies specific percentages to balances of accounts receivable and inventory. Interest is payable monthly and is charged at the LIBOR rate plus 1.75 percent. As of March 31, 2004, \$3,910,612 was outstanding and \$4,339,334 was available for borrowing under this agreement. Maturities of long-term debt follow: 2004 - \$1,744,885, 2005 - \$2,165,727. All outstanding borrowings are due on July 31, 2005.

Cash expected to be generated from operating activities, together with funds available under its existing loan agreement, are expected, under current conditions, to be sufficient to finance the Company's planned operations over

the next twelve months. Over that same period, the Company does not expect to make significant investments in plant, property, and equipment.

Safe Harbor for Forward-looking Statements

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.

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#### MANAGEMENT'S DISCUSSION AND ANALYSIS OF

FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued For the Three Months Ended March 31, 2004

Item 3. Quantitative and Qualitative Disclosure About Market Risk

There are no material changes in market risks since our most recent filing on Form 10-K for the year ended December 31, 2003.

Item 4. Controls and Procedures

(a) Evaluation of Internal Controls and Procedures

As of a date within 90 days prior to the date of the filing of this report, 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 our disclosure controls and procedures are 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 Controls

Subsequent to the date of their evaluation, there have not been any significant changes in our internal controls or in other factors that could significantly affect these controls, including any corrective action with regard to significant deficiencies and material weaknesses.

(11)

# PART II. OTHER INFORMATION

Item 1 -- Legal Proceedings

None.

Item 2 -- Changes in 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 March 31, 2004:

	Total Number of Shares	Average Price	Purchased as Part of Publicly Announced	Shares that can be Purchased Under the
Period	Purchased	Paid per Share	Program	Program
January 1 to January 31	16,000	\$5.10	16,000	150,000
February 1 to February 29	-	-	-	-
March 1 to March 31	-	-	-	-

Item 3. --Defaults Upon Senior Securities

None

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

- A. The Annual Meeting was held on April 26, 2004.
- B. The following individuals were elected Directors at the Meeting and comprise the entire Board.

	Votes for	Votes against	Votes withheld
George R. Dunbar	3,173,066	139,217	28,268
Richmond Y. Holden, Jr.	3,173,399	138,884	28,268
Walter C. Johnsen	3,189,399	122,884	28,268
Wayne R. Moore	3,173,399	138,884	28,268
Susan H. Murphy	3,173,066	139,217	28,268
Brian Olschan	3,173,066	139,217	28,268
Gary D. Penisten	3,219,399	92,884	28,268
Stevenson E. Ward	3,173,399	138,884	28,268

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#### Item 5 -- Other Information

None.

- Item 6 -- Exhibits and Reports on Form 8-K
  - (a) Documents filed as part of this report.

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

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

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

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

(b) Reports on Form 8-K

A Form 8-K was filed by the Company on April 22, 2004.

## (13)

#### SIGNATURES

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

#### ACME UNITED CORPORATION

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

Dated: April 28, 2004

Ву

/s/ PAUL G. DRISCOLL Paul G. Driscoll

Vice President and Chief Financial Officer

Dated: April 28, 2004

(14)

Exhibit 31.1

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 quarterly report on Form 10-Q of Acme United Corporation;
- Based on my knowledge, this quarterly 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 quarterly report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this quarterly 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 quarterly report;
- 4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and have:
  - a) designed such disclosure controls and procedures 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 quarterly report is being reported;
  - evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to filing date of this quarterly report March 31, 2004; and
  - c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of March 31, 2004;
- 5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors:
  - all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the

registrant's auditors any material weaknesses in internal controls; and

- b) any fraud, whether or not material, that involves management or other employees who have significant role in the registrant's internal controls; and
- 6. The registrant's other certifying officers and I have indicated in this quarterly report whether there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

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

Dated: April 28, 2004

(15)

Exhibit 31.2

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 quarterly report on Form 10-Q of Acme United Corporation;
- Based on my knowledge, this quarterly 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 quarterly report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this quarterly 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 quarterly report;
- 4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and have:
  - a) designed such disclosure controls and procedures 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 quarterly report is being reported;
  - evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date 90 days prior to filing date of this quarterly report March 31, 2004; and
  - c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of March 31, 2004;
- 5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors:
  - all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and

Ву

- any fraud, whether or not material, that involves management or other employees who have significant role in the registrant's internal controls; and
- 6. The registrant's other certifying officers and I have indicated in this quarterly report whether there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.
- By /s/ PAUL G. DRISCOLL Paul G. Driscoll Vice President and Chief Financial Officer

Dated: April 28, 2004

(16)

Exhibit 32.1

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

The undersigned officer of Acme United Corporation (the "Company") hereby certifies to my knowledge that the Company's quarterly report on Form 10-Q for the quarterly period ended March 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(b), 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: April 28, 2004

(17)

Exhibit 32.1

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

The undersigned officer of Acme United Corporation (the "Company") hereby certifies to my knowledge that the Company's quarterly report on Form 10-Q for the quarterly period ended March 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(b), 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: April 28, 2004

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