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ACME UNITED CORP  
Form 10-Q  
May 05, 2008

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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

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FORM 10-Q

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

For the quarterly period ended March 31, 2008

OR

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

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

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Commission file number 001-07698

ACME UNITED CORPORATION  
(Exact name of registrant as specified in its charter)

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CONNECTICUT  
(State or other jurisdiction of  
incorporation or organization)

06-0236700  
(I.R.S. Employer  
Identification No.)

60 ROUND HILL ROAD, FAIRFIELD, CONNECTICUT  
(Address of principal executive offices)

06824  
(Zip Code)

Registrant's telephone number, including area code: (203) 254-6060

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of "accelerated filer and large accelerated filer" in Rule 12b-2 of the Exchange Act (Check one).

Large accelerated filer  Accelerated filer  Non-accelerated filer

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

As of April 16, 2008 the registrant had outstanding 3,510,183 shares of its \$2.50 par value Common Stock.

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ACME UNITED CORPORATION

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ACME UNITED CORPORATION  
CONDENSED CONSOLIDATED BALANCE SHEETS  
(all amounts in thousands, except share data)

	March 31, 2008 (unaudited)	December 31, 2007 (Note 1)
	-----	-----
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 4,815	\$ 4,988
Accounts receivable, less allowance	12,482	12,727
Inventories:		
Finished goods	19,179	18,069
Work in process	200	113
Raw materials and supplies	697	753
	-----	-----
	20,076	18,935
Prepaid expenses and other current assets	1,228	1,211
	-----	-----
Total current assets	38,601	37,860
	-----	-----
Property, plant and equipment:		
Land	187	175
Buildings	3,117	2,971
Machinery and equipment	8,441	8,050
	-----	-----

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	11,745	11,196
Less accumulated depreciation	9,209	8,717
	-----	-----
	2,536	2,479
Other assets	1,790	1,794
Goodwill	89	89
	-----	-----
Total assets	\$ 43,016	\$ 42,222
	=====	=====

See notes to condensed consolidated financial statements.

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ACME UNITED CORPORATION  
CONDENSED CONSOLIDATED BALANCE SHEETS (continued)  
(all amounts in thousands, except share data)

	March 31, 2008 (unaudited)	December 31, 2007 (Note 1)
	-----	-----
LIABILITIES		
Current liabilities:		
Accounts payable	\$ 3,912	\$ 4,575
Other accrued liabilities	2,900	3,904
Current portion of long-term debt	3	3
	-----	-----
Total current liabilities	6,815	8,482
Long-term debt, less current portion	12,711	10,187
Other	536	507
	-----	-----
Total liabilities	20,062	19,176
STOCKHOLDERS' EQUITY		
Common stock, par value \$2.50: authorized 8,000,000 shares; issued - 4,281,774 shares in 2008 and 4,267,274 shares in 2007, including treasury stock	10,704	10,668
Additional paid-in capital	3,660	3,550
Retained earnings	15,085	14,473
Treasury stock, at cost - 771,591 shares in 2008 and 714,391 shares in 2007	(6,717)	(5,930)
Accumulated other comprehensive income:		
Translation adjustment	857	921
Minimum pension liability	(635)	(635)
	-----	-----
	222	286
	-----	-----
Total stockholders' equity	22,954	23,047
	-----	-----
Total liabilities and stockholders' equity	\$ 43,016	\$ 42,222
	=====	=====

See notes to condensed consolidated financial statements.

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

	Three Months Ended March 31	
	2008	2007
Net sales	\$ 14,269	\$ 12,241
Cost of goods sold	8,283	6,907
Gross Profit	5,986	5,334
Selling, general and administrative expenses	4,918	4,158
Operating income	1,068	1,176
Non-operating items:		
Interest expense	96	154
Other income, net	186	27
Total other income (expense)	90	(127)
Income before income taxes	1,158	1,049
Income tax expense	405	399
Net income	\$ 753	\$ 650
Basic earnings per share	\$ 0.21	\$ 0.18
Diluted earnings per share	\$ 0.21	\$ 0.17
Weighted average number of common shares outstanding- denominator used for basic per share computations	3,517	3,525
Weighted average number of dilutive stock options outstanding	149	200
Denominator used for diluted per share computations	3,666	3,725
Dividends declared per share	\$ 0.04	\$ 0.04

See notes to condensed consolidated financial statements

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

Three Months Ended

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	March 31,	
	----- 2008 -----	----- 2007 -----
Operating Activities:		
Net income	\$ 753	\$ 650
Adjustments to reconcile net income to net cash used by operating activities:		
Depreciation	219	198
Amortization	26	13
Stock compensation expense	72	53
Changes in operating assets and liabilities:		
Accounts receivable	140	1,188
Inventories	(965)	(500)
Prepaid expenses and other current assets	(35)	(643)
Other assets		
Accounts payable	(706)	225
Other accrued liabilities	(995)	(1,501)
Total adjustments	(2,244)	(969)
Net cash used by operating activities	(1,491)	(319)
Investing Activities:		
Purchase of property, plant, and equipment	(237)	(85)
Purchase of patents and trademarks	(24)	(3)
Net cash used by investing activities	(261)	(88)
Financing Activities:		
Net borrowing of long-term debt	2,520	236
Proceeds from issuance of common stock	74	153
Distributions to stockholders	(141)	(105)
Purchase of treasury stock	(787)	(347)
Net cash provided (used) by financing activities	1,666	(64)
Effect of exchange rate changes	(87)	19
Net change in cash and cash equivalents	(173)	(452)
Cash and cash equivalents at beginning of period	4,988	3,838
Cash and cash equivalents at end of period	\$ 4,815	\$ 3,386
	=====	=====

See notes to condensed consolidated financial statements.

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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

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position, results of operations and cash flows of Acme United Corporation (the "Company"). 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, 2007 for such disclosures. The condensed consolidated balance sheet as of December 31, 2007 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. The information included in this Quarterly Report on Form 10-Q should be read in conjunction with the Management's Discussion and Analysis of Financial Condition and Results of Operations and financial statements and notes thereto, included in the Company's 2007 Annual Report on Form 10-K.

### Note 2 -- Contingencies

The Company is involved from time to time in disputes and other litigation in the ordinary course of business and may encounter other contingencies, which may include environmental and other matters. The Company presently believes that none of these matters, individually or in the aggregate, would be likely to have a material adverse impact on the financial position, results of operations or liquidity of the Company.

### Note 3 -- Pension

Components of net periodic pension cost are as follows:

	Three Months Ended	
	March 31 2008	March 31 2007
Components of net periodic benefit cost:		
Interest cost	\$ 45,000	\$ 47,500
Service cost	7,500	7,500
Expected return on plan assets	(56,250)	(57,500)
Amortization of prior service costs	2,250	2,250
Amortization of actuarial gain	18,750	22,000
	\$ 17,250	\$ 21,750

### Note 4 -- Long Term Debt and Shareholders Equity

The Company's revolving loan agreement, as amended, provides for borrowings up to \$15 million with all principal amounts outstanding there under required to be repaid in a single amount on June 30, 2009. In addition, the Company's revolving loan agreement requires monthly interest payments. As of March 31, 2008 and December 31, 2007, the Company had outstanding borrowings of \$12,670,415 and \$10,150,175, respectively, under the revolving loan agreement. Based on the scheduled payment date for the principal, the Company has classified all borrowings under the revolving loan agreement as of March 31, 2008 as long-term liabilities.

During the first three months of 2008, the Company issued 14,500 shares of common stock and received proceeds there from of \$74,062 upon the exercise of outstanding stock options. During the same period, the Company also repurchased 57,200 shares of common stock for its treasury. These shares were purchased at

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fair market value, with a total cost to the Company of \$786,866.

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### Note 5-- Segment Information

The Company reports financial information based on the organizational structure used by management for making operating and investment decisions and for assessing performance. The Company's reportable business segments consist of: (1) United States; (2) Canada and (3) Europe. The activities of the Company's Asian operations are closely linked to those of the U.S. operations; accordingly, management reviews the financial results of both segments on a consolidated basis, and the results of the Asian operations have been aggregated with the results of the United States operations to form one reportable segment called the "United States" "business" or "operating" segment". The determination of reportable segments is based on the guidance set forth in Statement of Financial Accounting Standards No. 131, "Disclosures about Segments of an Enterprise and Related Information" ("SFAS 131"),. Each reportable segment derives its revenue from the sales of cutting devices, measuring instruments and safety products for school, office, home and industrial use.

The chief operating decision maker evaluates the performance of each operating segment based on segment revenues and operating income. Segment amounts are presented after converting to U.S. dollars and consolidating eliminations.

Financial data by segment (in thousands):

	Three months ended March 31	
	2008	2007
Sales to external customers:		
United States	\$ 10,917	\$ 9,273
Canada	1,698	1,571
Europe	1,654	1,396
Consolidated	\$ 14,269	\$ 12,241
Operating income:		
United States	\$ 1,088	\$ 1,301
Canada	110	57
Europe	(130)	(182)
Consolidated	\$ 1,068	\$ 1,176
Assets by segment	March 31 2008	December 31 2007
United States	\$ 29,860	\$ 28,350
Canada	7,389	7,886
Europe	5,767	5,986
Consolidated	\$ 43,016	\$ 42,222

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Note 6 - Stock Based Compensation

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The Company recognizes share-based compensation in accordance with the provisions of Statement of Financial Accounting Standards No. 123R, "Share-Based Payment" ("SFAS 123R"). Share-based compensation expense was \$72,000 and \$53,000 for the quarters ended March 31, 2008 and March 31, 2007, respectively. The Company did not issue options during the three months ended March 31, 2008. As of March 31, 2008, there was \$444,000 of unrecognized compensation cost, adjusted for estimated forfeitures related to non-vested share-based payments granted to the Company's employees.

### Note 7 - Comprehensive Income

Comprehensive income for the three months ended March 31, 2008 and 2007 consisted of the following (in thousands):

	Three Months Ended March 31	
	2008	2007
Net income	\$ 753	\$ 650
Other comprehensive (loss) / income - Foreign currency translation	(64)	64
Comprehensive income	\$ 689	\$ 714
	=====	=====

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

#### Item 2. - Management's Discussion and Analysis of Financial Condition and Results of Operations

##### Forward-Looking Information

The Company may from time to time make written or oral "forward-looking statements" including statements contained in this report and in other communications by the Company, which are made in good faith by the Company pursuant to the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995.

These forward-looking statements include statements of the Company's plans, objectives, expectations, estimates and intentions, which are subject to change based on various important factors (some of which are beyond the Company's control). The following factors, in addition to others not listed, could cause the Company's actual results to differ materially from those expressed in forward looking statements: the strength of the domestic and local economies in which the Company conducts operations, changes in client needs and consumer spending habits, the impact of competition and technological change on the Company, the Company's ability to manage its growth effectively, including its ability to successfully integrate any business which it might acquire, and currency fluctuations. A more detailed discussion of risk factors is set forth in Item 1A, "Risk Factors", included in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2007. All forward-looking statements in this report are based upon information available to the Company on the date of this report. The Company undertakes no obligation to publicly update or revise



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any forward-looking statement, whether as a result of new information, future events, or otherwise, except as required by law.

### Critical Accounting Policies

There have been no material changes to the Company's critical accounting policies and estimates from the information provided in Item 7, Management's Discussion and Analysis of Financial Condition and Results of Operations, included in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2007.

### Results of Operations

#### Net Sales

Consolidated net sales for the three months ended March 31, 2008 were \$14,269,000, compared with \$12,241,000 in the same period in 2007, a 17% increase (13% at constant currency). Net sales in the U.S. operating segment increased 17% for the three months ended March 31, 2008, principally due to higher sales of pencil sharpeners, over-the-counter medications and paper trimmers. Net sales in Canada decreased by 7% in local currency due to soft demand in the overall office products market. Net sales in Europe decreased by 4% in local currency.

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 market.

#### Gross Profit

Gross profit for the three months ended March 31, 2008 was \$5,986,000 (41.9% of net sales), compared to \$5,334,000 (43.6% of net sales) for the same period in 2007, a decrease of 1.7%. The gross margin decrease for the first quarter was principally due to a higher proportion of sales of medications in the U.S. segment, which carry a lower gross margin than the Company's other product lines. This decrease was partially offset by gross margin percentage increases in both the Canadian and European operating segments. These increases were principally related to a favorable customer/product mix.

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#### Selling, General and Administrative Expenses

Selling, general and administrative ("SG&A") expenses for the three months ended March 31, 2008 were \$4,918,000 (34.5% of net sales), compared with \$4,158,000 (34.0% of net sales) for the same period of 2007, an increase of \$760,000. The increase in SG&A expenses for the three months ended March 31, 2008, compared to the same period in 2007, was primarily the result of the addition of sales, marketing and quality control personnel as well as incrementally higher sales commissions and freight costs associated with higher sales.

#### Operating Income

Operating income for the three months ended March 31, 2008 was \$1,068,000, compared with \$1,176,000 in the same period of 2007, a decrease of \$108,000. Operating income in the U.S. segment decreased by \$213,000 or 16% in the first quarter of 2008, compared to the same period of 2007 principally due to product

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mix and increased SG&A expenses. Operating income in Canada and Europe increased by approximately \$53,000 and \$50,000, respectively, in the first quarter of 2008 compared to the same period in 2007.

### Interest Expense, Net

Interest expense for the three months ended March 31, 2008 was \$96,000, compared with \$154,000 for the same period of 2007, a decrease of \$58,000. The decrease in interest expense during the first three months of 2008 over the comparable period in 2007 was primarily the result of lower interest rates on the Company's debt outstanding under its revolving loan agreement.

### Other Income, Net

Net other income was \$186,000 in the first quarter of 2008, compared to net other income of \$27,000 in the first quarter of 2007, an increase of \$159,000. The change from 2007 is primarily due to gains from foreign currency transactions.

### Income Taxes

The effective tax rate in the first quarter of 2008 was 35%, compared to 38% in the first quarter of 2007.

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### Financial Condition

#### Liquidity and Capital Resources

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

	March 31, 2008	December 31, 2007
Working capital	\$ 31,785,762	\$ 29,377,846
Current ratio	5.66	4.46
Long term debt to equity ratio	55.4%	44.2%

During the first three months of 2008, total debt increased by \$2,524,000, compared to total debt at December 31, 2007 principally as a result of additional borrowings under the revolving loan agreement related to the buildup of inventory in anticipation of future business, and the repurchase of common stock under a previously announced repurchase program, partially offset by cash generated from operations.

Under the Company's revolving loan agreement with Wachovia, the maximum borrowing amount is \$15 million, the interest rate is LIBOR plus 1% and the maturity date is June 30, 2009. Funds borrowed under the revolving loan agreement will be used for working capital, general operating expenses and certain other purposes. As of March 31, 2008, \$12,670,000 was outstanding and \$2,330,000 was available for borrowing under the revolving loan agreement.

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

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### Recently Issued Accounting Standards

In September 2006, the FASB issued SFAS No. 157, "Fair Value Measurements" ("SFAS No. 157"). SFAS No. 157 defines fair value, establishes a framework for measuring fair value in GAAP and establishes a hierarchy that categorizes and prioritizes the sources to be used to estimate fair value. SFAS No. 157 also expands financial statement disclosures about fair value measurements. On February 12, 2008, the FASB issued FASB Staff Position (FSP) 157-2 which delays the effective date of SFAS No. 157 for one year, for all nonfinancial assets and nonfinancial liabilities, except those that are recognized or disclosed at fair value in the financial statements on a recurring basis (at least annually). SFAS No. 157 and FSP 157-2 are effective for financial statements issued for fiscal years beginning after November 15, 2007. We will elect a partial deferral of SFAS No. 157 under the provisions of FSP 157-2 related to the measurement of fair value used when evaluating long-lived assets for impairment and valuing asset retirement obligations. The impact of partially adopting SFAS No. 157 effective January 1, 2008 will not be material to our financial statements.

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

#### Item 3. Quantitative and Qualitative Disclosure About Market Risk

There are no material changes in market risks as disclosed in the Company's Annual Report on Form 10-K for the year ended December 31, 2007.

#### Item 4. Controls and Procedures

##### (a) Evaluation of Internal Controls and Procedures

Our Chief Executive Officer and Chief Financial Officer have reviewed and evaluated the effectiveness of our disclosure controls and procedures, which included inquiries made to certain other of our employees. Based on their evaluation, our Chief Executive Officer and Chief Financial Officer have each concluded that, as of March 31, 2008, 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 March 31, 2008, there were no significant changes in our internal control over financial reporting that have materially affected, or are reasonably likely to materially affect our internal control over financial reporting.

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### PART II. OTHER INFORMATION

#### Item 1 -- Legal Proceedings

The Company is involved from time to time in disputes and other litigation

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in the ordinary course of business, including certain environmental and other matters. The Company presently believes that none of these matters, individually or in the aggregate, would be likely to have a material adverse impact on its financial position, results of operations, or liquidity.

### Item 1A - Risk Factors

See Risk Factors set forth in Part I, Item 1A of the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2007.

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

(c) On October 4, 2005, the Company announced a stock repurchase program of up to 150,000 shares. In addition, on January 23, 2008, the Company announced a new stock repurchase program of up to 150,000 shares. These programs do not have an expiration date. The following table discloses the total shares repurchased under these programs for the quarter ended March 31, 2008:

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of shares Purchased as Part of Publicly Announced Programs	Maximum Number of Shares that may yet be Purchased Under the Program
January	57,200	\$ 13.76	117,600	182,400
February	-	-	-	-
March	-	-	-	-
Total	57,200	\$ 13.76	117,600	182,400

### Item 3. --Defaults Upon Senior Securities

None.

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

None.

### Item 5 -- Other Information

None.

### Item 6 -- Exhibits

Documents filed as part of this report.

Exhibit 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

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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

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SIGNATURES

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

ACME UNITED CORPORATION

By                   /s/ WALTER C. JOHNSEN  
-----  
                  Walter C. Johnsen  
                  Chairman of the Board and  
                  Chief Executive Officer

Dated: May 5, 2008

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

Dated: May 5, 2008

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