



Acme United Corp. (ACU)

Update Report – March 25, 2013

Acme United Corporation is a worldwide supplier of cutting devices, measuring instruments and safety products for school, home, office, industrial and hardware use.

The Company reported strong revenues and earnings for its fourth quarter and full year 2012. Net sales for the year ended December 31, 2012 were \$84.4 million, an increase of 15% compared with 2011. Net income in fiscal year 2012 was \$3,549,000, or \$1.13 per diluted share, a 26% increase in net income and a 24% increase in diluted earnings per share versus last year. The Company's stock responded nicely and moved up to \$12.61, a five year high.

2013 looks very promising as well. Demand and distribution of the Company's wide range of products continue to grow. About 30 new Camillus knives will be introduced, of which several new Les Stroud knives. Also, new survival kits will be launched shortly under the Les Stroud name. C-Thru's distribution will be broadened and Clauss gardening tools may also see a sharp increase in sales.

As a result, Acme United expects to grow its revenues to between \$90 and \$95 million in 2013, an increase of between 7 and 13 percent. As for its earnings, the Company gave an estimate of between \$1.20 and \$1.25 per share for 2013. Based on the current amount of shares outstanding, those numbers translate into earnings of between \$3.81 million and \$3.97 million for the full year. A conservative estimate in our opinion.

Based on our calculations, we reiterate our buy recommendation for Acme United Corp. with a price target of \$19.66, which is more than 60% above today's stock price.



Acme United Corporation

✓ In the U.S. segment, sales for the fourth quarter and full year of 2012 increased 27% and 20%, respectively, compared to the same periods in 2011 thanks to higher sales of pencil sharpeners, paper trimmers, Camillus knives and first aid kits. In Canada, sales in the fourth quarter increased 10% and were 3% higher for the full year mainly due to the introduction of Camillus knives. The European segment finally, was profitable for the first time in many years due to increased sales to mass market retailers like Lidl, Norma and Aldi.

✓ Next to rising revenues and earnings, increased distribution and new product introductions, Acme's growth story is also supported by a 7 cents quarterly dividend, which at today's share price is an annual yield of 2.3%.

✓ Acme's balance sheet remains strong with close to \$10 million in cash, a current ratio of 4.98, a return on equity of 11.50 and working capital of \$46.68 million as of December 31, 2012.

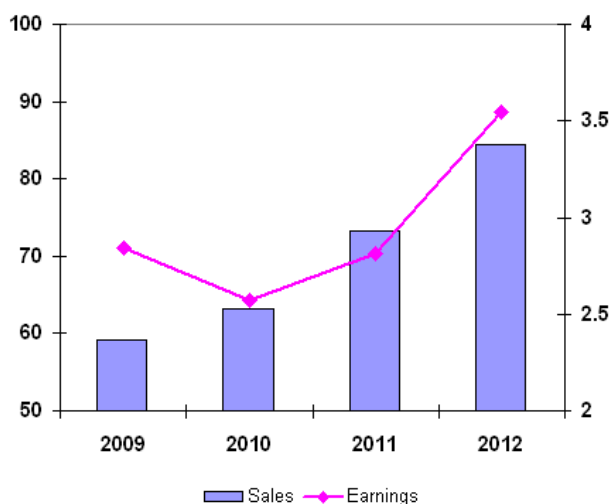


The Company

Acme United Corporation is a supplier of cutting, measuring and safety products for the school, home, office, craft, hardware & industrial markets. Its principal products are scissors, shears, rulers, pencil sharpeners, first aid kits and related products.

Acme United's products are organized under six global brands: Westcott, C-Thru Ruler, Clauss, Camillus, PhysiciansCare and Pac-Kit. Both the number of products offered under these brands, as well as the number of stores and chains where these products are available, continue to grow.

The Company recorded very strong sales and earnings in fiscal year 2012. The stock responded nicely and moved up to \$12.61, a five year high.



Acme United's impressive sales (left hand scale) and earnings growth in fiscal years 2009 through 2012. All numbers in millions USD. Source: Company Filings and Press Release.

Acme United succeeds in re-inventing everyday products like scissors, knives and school and office items by applying new materials to them. For example, many of the Company's products have a titanium carbonitride coating, making the knives and scissors blades more than 3 times harder than stainless steel. Or scissors blades get a non-stick coating, making them useful in difficult environments like the floral area for cutting and trimming flowers and bushes, or in the arts and crafts area, where lots of glue and paste is used. Also, some school and office products have Microban® antimicrobial protection added during the manufacturing process to prevent the growth of bacteria on the surface.

The Company's products are available at Staples, Office Depot, Office Max, United Stationers, SP Richards, W.B. Mason, Home Depot, Target, Wal-Mart, Walgreen, School Specialty, Grainger, McMaster Carr, Meijer, Fred Meyer, WH Smith, and many other major chains.

Acme United also has been paying a quarterly dividend for many years and has increased the amount by 1 cent every 6 to 8 quarters. The last increase was in August of 2011 when the dividend went from 6 to 7 cents per share. This is an excellent way to show confidence in the business and the market. Additionally, it builds long term shareholder value.

Brands

Westcott, which began as a ruler company more than 140 years ago, sells between 60 and 80 million scissors, and between 15 and 18 million rulers annually, making it the leading scissors brand in the United States and one of the leading ruler brands in North America.

Westcott is also known for the iPoint electric pencil sharpener. Its trendy design* and ease of use have made the iPoint a phenomenal success. In 2012, the sharpener's revenues reached about \$11 million, making it one of Acme United's best selling products.

* Both the original iPoint and its successor the iPoint Evolution won a GOOD DESIGN Award from the Chicago Athenaeum, Museum of Architecture and Design. This is one of the oldest and most prestigious design competitions worldwide. Each year, the Museum receives hundreds of submissions from the biggest and most famous brands like Apple, Hewlett Packard, BMW, Porsche, Microsoft, etc.

Other main Westcott products include TrimAir paper trimmers with titanium coating and a proprietary blade change system for rotary and personal trimmers, Westcott Ultra Soft Handle scissors with anti-microbial product protection and True Professional sewing shears. In the measuring category Westcott offers, next to rulers, drafting tools, lettering products and math tools. Recent product introductions include Westcott branded compasses, protractors, rulers and math kits with anti-microbial product protection.

Clauss has its roots dating back to 1877 as a scissors, razors and kitchen knives manufacturer. Today, Clauss offers a substantial line of quality

cutting tools for professionals in the hardware & industrial, lawn & garden, food processing, sewing and housewares channels.

Clauss, for example, has two lines of gardening tools. The Enviro-Line is a family of lawn & garden products like pruners, snips, floral knives, spring assisted scissors, etc. The blades are titanium bonded and the packaging and handles of the tools are made from recycled materials.

The AirShoc line of professional lawn & garden tools includes loppers, hedge shears, branch saws and grass and garden shears as well as their respective replacement blades. The Titanium-Bonded Non-Stick blades prevent saps and adhesives from sticking to the blades. The tools also feature Microban antibacterial treated blades and grips to protect the user as well as the plants themselves. The AirShoc grips are engineered to reduce the impact and fatigue of cutting through branches, etc.

Due to stiff competition, it's been hard to get the gardening tools on the shelves of large chains, but they are beginning to get more traction in North America the last several months.



With about \$11 million in sales in 2012, the iPoint pencil sharpener from Westcott, remains one of Acme United's best selling products.

Camillus is one of the oldest and best known knife manufacturers in the United States. Since its inception in 1876, it has been a synonym for the finest knives available. In 2007, Acme purchased the Camillus brand name and intellectual property rights and re-launched the brand at the 2009 National Hardware Show in Las Vegas. Since then, a host of new knives has been brought to the market made out of the finest materials, including a line with titanium carbonitride coated blades.

Late 2011, Acme United signed an agreement with Les Stroud, the star of the six-time Gemini-nominated hit TV series *Survivorman*, to co-design and promote a new line of Camillus survival knives and tools. The initial four knives under the Les

Stroud Signature name were the SK Arctic, a mid-sized fixed blade knife, the SK Mountain which has a somewhat larger and partially serrated fixed blade, the SK Desert is a mid-sized folding knife and finally the SK Jungle, a large machete knife. These knives were introduced early 2012 and continue to do great.

Because of the success of the initial knives, a new series of Les Stroud knives will be released shortly. (Also see Recent Events)

The Les Stroud product family is available in several mass market retailers like WalMart and many major sporting goods chains like Cabellas, Academy Sports and Bass Pro.

Pac-Kit sells first aid kits, industrial stations and refills, emergency medical travel and recreational kits for the industrial, safety, transportation and marine markets. The brand has a long and vivid history dating back to the 19th century. Its early first aid kits were chosen by global explorers like Captain Robert Scott, Admiral Peary and Theodore Roosevelt on their expeditions.

Although Pac-Kit's products are somewhat similar to PhysiciansCare's, Pac-Kit is especially known for tailoring its products to meet user requirements and for rapid turnaround. Since Acme United acquired Pac-Kit in February of 2011, it's able to accommodate certain retailers' demands for specialized kits.

PhysiciansCare offers a wide assortment of first aid kits, emergency and disaster kits, kit refills, hearing, eye, and head protection, and ergonomic supports and braces. PhysiciansCare also carries a successful branded line of over-the-counter medications, including the active ingredients aspirin, acetaminophen and Ibuprofen, etc. PhysiciansCare's products are sold at Staples, Office Depot, United Stationers, Office Max, Corporate Express and many more.

C-Thru Ruler Company was formed in 1939 in Hartford, CT by Jennie Zachs, who saw the need for transparent measuring tools like rulers, triangles, curves, and protractors. The Company developed a strong reputation in the school and craft markets for high quality measuring devices, and for specialized products for drafting, designing and drawing. Today, C-Thru is a supplier of drafting, measuring, lettering and stencil products.

In June of 2012, Acme United purchased the inventory, tooling, brands, and other intellectual

property of C-Thru Ruler Company for approximately \$1.47 million. The brand immediately contributed \$1.7 million in sales in the final six months of 2012.

With C-Thru Ruler, Acme United has added another well known brand to its portfolio. Acme's management has an eye for acquiring relatively small companies that complement its current line of business. By adding the necessary capital, manpower and expertise, these smaller brands can really take off.

Financials

Fourth Quarter And Full Year 2012 Results

Acme United reported strong revenues and earnings for its fourth quarter and full year 2012. Net sales for the year ended December 31, 2012 were \$84.4 million, compared to \$73.3 million in 2011, an increase of 15%. Net income in fiscal year 2012 was \$3,549,000, or \$1.13 per diluted share, compared with \$2,811,000, or \$.91 per diluted share last year, a 26% increase in net income and a 24% increase in diluted earnings per share.

Amounts in \$000's	12/31/12	12/31/11
Net Sales	19,534	15,836
Cost of Goods Sold	12,979	10,143
S, G & A Expenses	6,090	5,171
Income From Operations	465	522
Pre-Tax Income	396	453
Income Tax Expense (benefit)	(35)*	187
Net Income	431	266
Diluted Shares Outstanding	3,175	3,125
Diluted Earnings Per Share	0.14	0.09

Most important income statement data for the quarters ending December 31, 2012 and December 31, 2011. Source: Company Filings

* Note that fourth quarter tax expense benefited from a donation of \$135,000 worth of products to the Kids In Need Foundation.

For the fourth quarter of 2012, revenues reached \$19.5 million, up 23% compared with sales of \$15.8 million in the fourth quarter of 2011. Net income for the fourth quarter of 2012, was \$431,000, or \$.14 per diluted share, compared with \$266,000 or \$.09 per diluted share in the same period in 2011, an increase of 62% in net income and 56% in diluted earnings per share.

The Company's gross margins declined slightly. In the fourth quarter of 2012 they reached 33.6% versus 35.9% in the same period last year. For the full year, gross margins were 35.2%, compared with 35.9% in 2011. This was due to selling a bit more products with lower margins and the donation to the Kids In Need Foundation. Excluding the donation, gross margins would have been 34.2% and 35.4% for the fourth quarter and year ended December 31, 2012, respectively.

European Segment Also Profitable

Acme United groups its operations into three reportable segments based on its geographical organization and structure: United States (including Asia), Canada and Europe.

In the U.S. segment, sales for the fourth quarter and full year of 2012 increased 27% and 20%, respectively, compared to the same periods in 2011. The increase can be attributed to higher sales of pencil sharpeners, paper trimmers, Camillus knives, first aid kits and new sales resulting from the C-Thru Ruler acquisition.

In Canada, sales in Q4 increased 10% in U.S. dollars (7% in local currency) and were 3% higher in U.S. dollars (5% in local currency) for the full year, mainly due to the introduction of Camillus knives.

In Europe, sales in the last three months of 2012 climbed 16% in U.S. dollars (25% in local currency) compared to the same period last year and decreased 1% in U.S. dollars (up 9% in local currency) for the full year. The increased sales for both periods were primarily due to increased sales to mass market retailers like Lidl, Norma and Aldi.

Mr. Johnsen, Acme United's Chairman and CEO, added during the conference call, following the release of the fourth quarter and full year results, that the European segment in 2012, for the first time in many years, was profitable.

Balance Sheet As Of December 31, 2012

A few things stand out in Acme's balance sheet below. First, the increase in inventories, which is now \$30.3 million compared with \$24.5 million a year ago. This is principally related to Camillus products, as well as a general increase in advance of anticipated new orders. Inventory turnover, calculated using a twelve month average inventory balance, decreased to 1.9 from 2.0 at December 31, 2011.

Bank debt went from \$17.6 million in 2011 to \$24.3 million at the end of 2012. Next to the higher inventory, this increase is explained by the purchase of the C-Thru Ruler Company for approximately \$1.5 million in June, the purchase of 43,000 shares of Acme's common stock for treasury for a total of about \$440,000 and approximately \$1.1 million, which was paid in dividends to shareholders.

Accounts receivable increased approximately \$3.5 million at December 31, 2012 compared to December 31, 2011 due to a general increase in sales.

The average number of days sales outstanding in accounts receivable was 61 days in 2012 compared to 65 days in 2011. The improvement in the days sales outstanding is primarily due to the loss of sales to Schlecker whose payment terms were longer than the Company's average terms.

Amounts in \$000's	12/31/12	12/31/11
Cash and Cash Equivalents	9,750	7,853
Accounts Receivable	16,442	12,904
Inventories	30,292	24,495
Total Current Assets	58,409	46,522
Other Assets	5,364	4,428
Total Assets	67,828	55,222
Accounts Payable	6,480	4,935
Total Current Liabilities	11,730	8,750
Long Term Debt	24,320	17,568
Total Liabilities	36,962	27,447
Total Stockholder Equity	30,866	27,775
Most important balance sheet data for the periods ending December 31, 2012 and December 31, 2011. Source: Company Filings		

As of December 31, 2012 the Company had a current ratio of 4.98, a return on equity of 11.50 and working capital of \$46.68 million.

Growth Drivers

Intellectual Property – Heart & Soul of Acme

Late September 2012, Acme was awarded a new patent that covers a broad range of titanium coating compositions and thicknesses, which enhance the wear resistance and hardness of cutting edges. Also

international patent applications were filed. Acme will utilize this next generation titanium technology on its high volume scissors, pencil sharpeners, paper trimmers, and knives.

The Company's success depends in part on its ability to maintain patent protection for its products, to preserve its proprietary technology and to operate without infringing upon the patents or proprietary rights of others. The Company generally files patent applications in the United States and foreign countries where patent protection for its technology is appropriate and available.

The Company incurred research and development costs of \$572,985 in 2012 and \$535,500 in 2011. This budget gives Acme the opportunity to stay on top of the latest and best materials so they can be applied on products like scissors, knives and school and office items. The Company has many patents and trademarks that form a platform from which a whole number of products are manufactured for many different applications.

Acme United's patents for non-stick coatings, for example. A non-stick coating already existed on pots and pans, but Acme applied it on scissors and it became a big success. The Company expanded its non-stick application to its Westcott iPoint pencil sharpener. The impact was even bigger with the sharpener becoming Acme's best selling product, available at numerous chains. Next, a line of Clauss lawn & garden products like pruners, snips and floral knives were equipped with non-stick coated blades.

And most recently, a family of Clauss non-stick putty knives was introduced. Its coating again prevents the tools from rusting, which is very common in a wet environment, and it allows easier application of the putty. The tools were recently launched at Home Depot and are sales are good.

This is just one example of an innovation which led to the improvement of many everyday products. Acme has an on-going goal of generating 30% of its sales from products developed in the last 3 years. Therefore, the Company works with new, often proprietary, materials and adds new user-friendly features to existing tools.

Les Stroud

Who could have known that when Acme United signed an agreement with Les Stroud late 2011 to co-design and promote a new line of Camillus

survival knives and tools, it would have become such a success.

Les Stroud is the star of the six-time Gemini-nominated hit TV series *Survivorman*, which is broadcast on the Outdoor Life Network (OLN) in Canada, Science Channel in the U.S. and Discovery Channel International. The TV series is licensed for broadcast in over 120 countries worldwide and became the highest rated show in history of both OLN Canada and the Science Channel U.S. Ratings in the U.S. alone have hit 2 million on individual episodes.



Next to a second line of Les Stroud Camillus knives, Acme will also launch several survival kits under the Les Stroud name.

The initial four Les Stroud knives, the so-called Signature Series, were introduced in January of 2012 at the SHOT Show in Las Vegas. It was a successful event as several new and existing customers visited the Camillus booth and immediately placed orders. As a result, they were broadly distributed throughout the United States and Canada mid last year, which was an ideal timing as the fourth season of *Survivorman*, in which Les Stroud used the new Camillus knives, was aired around that time.

At this year's SHOT Show a new series of Les Stroud knives was introduced and received with enthusiasm (Also see Recent Events below).

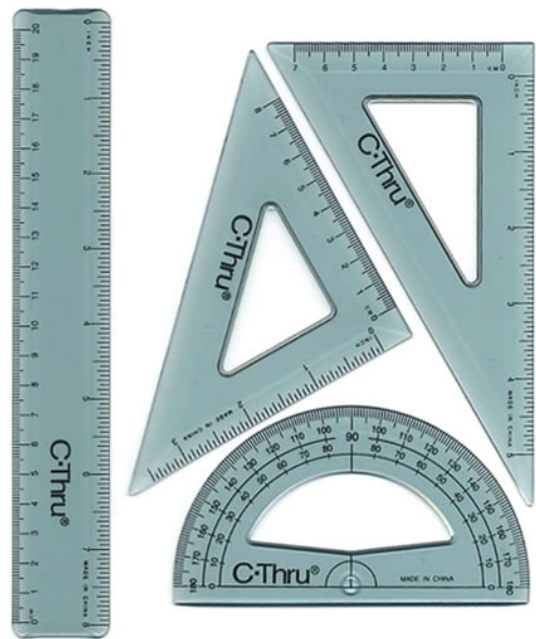
Noteworthy is that Acme United's relationship with Les Stroud has expanded beyond knives, as several new survival kits will be launched shortly under the Les Stroud name. Acme United already has many years of experience in the first aid business thanks to its PhysiciansCare and Pac-Kit brands. So putting together and distributing the new product family should be relatively straightforward.

Acquisitions

Acme's management has an eye for acquiring relatively small companies which complement its current line of business. By adding the necessary capital, manpower and expertise, these smaller brands can really take off and flourish.

When, for example, Pac-Kit was acquired in February of 2011, Acme already had many experienced PhysiciansCare people on board who knew the first aid market. This turned out to be a big advantage. After the acquisition, Acme first integrated its accounting and IT systems at Pac-Kit and then immediately started working on new customers and leveraging its distribution. From early on, the Company landed one of the largest do-it-yourself chains in North America with a first aid kit. That was soon followed with a hurricane preparedness kit.

As a result, Pac-Kit increased its revenues from \$4.5 million to \$5.2 million, or up more than 15%, in the first 10 months after it was acquired. Additionally, thanks to the combined PhysiciansCare/Pac-Kit buying power, Pac-Kit's margins increased from around 27% to over 30%.



Similar to Pac-Kit, C-thru Ruler was quickly integrated into Acme's existing operations. At the same time, distribution channels were added and margins increased.

Acme repeated this feat in June of 2012 when it purchased C-Thru Ruler. A relatively small company

with a successful line of products and an existing customer base, which had plenty of synergies with Acme's existing Westcott brand.

The acquisition had an immediate positive impact on Acme's earnings because both C-Thru's and Westcott's margins improved thanks to cost savings from the combined purchasing power for raw materials. Additionally, C-Thru benefited from Acme's existing manufacturing and sourcing capabilities in China.

Moreover, C-Thru's biggest customers before the acquisition were Michaels, A.C. Moore, Jo-Ann Fabric & Craft, Hobby Lobby, etc, all chains which only carried a small range of the Westcott product line, leaving room for expansion.

The results were again strong. In 2011, C-Thru's revenues were about \$2.5 million, while in the final six months of 2012 (the first six months as an Acme United brand) sales reached \$1.7 million.

Will there be a new acquisition in 2013? Acme's management says it's always looking, but finding good targets at a reasonable price which can easily be integrated are hard to find.

Recent Events

2013 Shot Show

The annual **S**hooting, **H**unting and **O**utdoor **T**rade (SHOT) Show is the largest trade show of its kind in the world. The event celebrated its 35th anniversary in January and attracted a record overall attendance of 62,371. More than 1,600 exhibitors, from all 50 states and 100 countries, filled booth space covering 630,000 net square feet.

For many exhibitors, the show is critical to their success. Also Camillus considers SHOT to be its biggest event of the year.

Similar to last year, the Camillus booth was packed when "Survivorman" Les Stroud did an autograph signing. He was there to support the launch of his 2013 personalized Camillus tools, including several new knives and survival kits.

Because the initial Les Stroud signature knives had such a good reception in 2012, Camillus decided to introduce five new Les Stroud knives at the SHOT Show this year. Photos aren't available yet of the already highly anticipated 'Les Stroud Elite Series',

but the Company did indicate that the knives will be available in stores early summer.



The Camillus booth at the 2013 SHOT Show

Next to the five Les Stroud knives, about twenty other new Camillus knives were introduced at the SHOT Show. According to the Company's representatives, they received a lot of attention from US and international distributors and buyers.

Camillus' contribution to Acme United's overall sales continues to increase. With a bunch of new knives and increased distribution, that trend will most likely continue in 2013.

New Managing Director in Europe

Also in January, Acme United appointed Georg Bettin to Managing Director of Acme United Europe. Previously, Mr. Bettin was Director of Office Products Sales for Acme United Europe. He replaces Willi Engelsberg who will provide transitional support and assist in marketing and sales functions.

Mr. Johnson added that Mr. Bettin's contributions to new product introductions, customer relationships, and sales in Europe have been excellent.

Outlook & Valuation

Acme United had a very strong 2012, which can be attributed to all its brands and segments. Thanks to these solid results, Acme's stock hit \$12.61 a couple of weeks ago, its highest level since 2008 and up 23% versus a year ago.

2013 looks very promising as well. Demand and distribution of the Company's wide range of products

continue to grow. About 30 new Camillus knives will be introduced, of which several new Les Stroud knives. Also, new survival kits will be launched shortly under the Les Stroud name. C-Thru's distribution will be broadened and Clauss gardening tools may also see a sharp increase in sales.

As a result, Acme United expects to grow its revenues to between \$90 and \$95 million in 2013, an increase of between 7 and 13 percent. As for its earnings, the Company gave an estimate of between \$1.20 and \$1.25 per share for 2013. Based on the current amount of shares outstanding, those numbers translate into earnings of between \$3.81 million and \$3.97 million for the full year. A conservative estimate in our opinion, but since it's still early in the year, that's understandable.

And finally, Acme United's growth story is supported by a 7 cents quarterly dividend, which at today's share price is an annual yield of 2.3%. This is substantially higher than the interest rate on a regular savings account or a 10-year bond and is part of the reason why Acme remains a safe investment.

Peer Comparison

Acme United competes with many other companies in each market and geographic area. For example, the major competitor in the cutting and gardening category is Fiskars Corporation, the major competitor in the measuring category is Helix International Ltd and the major competitor in the safety and first aid category is Johnson and Johnson.

It's hard to identify a peer group of companies, because there's no other Company in exactly the same line of business as Acme United. Moreover, some of these other companies that engage in the Company's line-of-business do so through divisions or subsidiaries that are not publicly-traded.

For reason of comparison, we have placed the Company in the office supplies industry. The average P/E ratio for a Company in that industry is 16.05x, up more than 18% from 13.60x in our previous report. The rise is mostly attributable to the sharp increase in share prices of the companies active in that industry.

Valuation

Until we have a clearer picture of the actual numbers (after first quarter results have been

announced) we'll use the average of the Company's sales and earnings projections in our valuation. As a result, our estimates for fiscal year 2013 are revenues of \$92.5 million and earnings of \$1.225 per share, or approximately \$3.89 million, both up about 9.6% compared with 2012. This increase is certainly achievable as sales growth is expected for all brands.

Amounts in \$000's	2011	2012	2013E
Total Revenue	73,302	84,370	92,500
Net Income	2,811	3,549	3,890

Annual sales and earnings FY 2011 – 2013E. Source: Company Filings and Smallcaps.us estimates

Using the \$1.225 EPS projection for FY 2013 and applying the 16.05x P/E multiple from the peer group, we reach the following calculation: \$1.225 estimated EPS multiplied by 16.05 = \$19.66.

Based on these calculations, we reiterate our buy recommendation for Acme United Corp. with a price target of \$19.66, which is more than 60% above today's stock price.

Share Data & Ownership

As of March 2, 2013, there were 3,142,202 common shares outstanding. The principal owners of the Company's common stock are Walter Johnsen (11.6%), North Star Investment Management Corporation (11.1%), First Wilshire Securities Management (9.5%), Bard Associates Inc. (5.7%) and Dimensional Fund Advisors (3.3%).

Management

➤ Walter Johnsen - Chairman and CEO

Mr. Johnsen has served as director since 1995 and as Chairman and Chief Executive Officer since November 30, 1995. Before joining the Company he was Vice Chairman and a principal of Marshall Products, Inc., a medical supply distributor.

➤ Paul Driscoll - Vice President and CFO, Secretary and Treasurer

Mr. 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.

➤ **Brian Olschan - President and COO**

Mr. Olschan served as Senior Vice President of Sales and Marketing from September 10, 1996 until

January 22, 1999. Effective January 23, 1999, he was promoted to President and Chief Operating Officer. From 1984 to 1996, he was employed by General Cable Corporation in various executive positions.

Annual Income Statement FY 2009 – FY 2012

All numbers in thousands

PERIOD ENDING	FY 2009	FY 2010	FY 2011	FY 2012
Total Revenue	59,149	63,149	73,302	84,370
Cost of Revenue	37,075	39,784	46,977	54,623
Gross Profit	22,073	23,365	26,325	29,747
Operating Expenses				
Research & Development	-	-	-	-
Selling, General and Administrative	19,047	20,385	22,040	24,386
Non Recurring	-	-	-	-
Others	-	-	-	-
Total Operating Expenses	19,047	20,385	22,040	24,386
Operating Income or Loss	3,027	2,980	4,285	5,361
Income from Continuing Operations				
Total Other Income (Expenses) Net	581	232	145	80
Earnings Before Interest And Taxes	3,608	3,212	4,430	5,441
Interest Expense	155	301	404	444
Income Before Tax	3,453	2,911	4,026	4,997
Income Tax Expense	611	338	1,215	1,448
Minority Interest	-	-	-	-
Net Income From Continuing Ops	2,842	2,573	2,811	3,549
Non-recurring Events				
Discontinued Operations	-	-	-	-
Extraordinary Items	-	-	-	-
Effect Of Accounting Changes	-	-	-	-
Other Items	-	-	-	-
Net Income	2,842	2,573	2,811	3,549
Preferred Stock And Other Adjustments	-	-	-	-
Net Income Applicable To Common Shares	\$2,842	\$2,573	\$2,811	\$3,549

Annual Income Statement FY 2009 – FY 2012. Source: Company Filings



Acme United Corporation

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