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UNITED GUARDIAN INC  
Form 10QSB  
May 06, 2005

U.S. SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-QSB

(Mark One)

Quarterly report under Section 13 or 15(d) of the Securities  
----- Exchange Act of 1934

For the quarterly period ended March 31, 2005  
-----

Transition report under Section 13 or 15(d) of the Exchange Act

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

Commission File Number 1-10526  
-----

UNITED-GUARDIAN, INC.

-----  
(Exact Name of Small Business Issuer as Specified in Its Charter)

Delaware

11-1719724

-----  
(State or Other Jurisdiction of  
Incorporation or Organization)

(I.R.S. Employer Identification No.)

230 Marcus Boulevard., Hauppauge, New York 11788  
-----

(Address of Principal Executive Offices)

(631) 273-0900  
-----

(Issuer's Telephone Number, Including Area Code)

-----  
(Former Name, Former Address and Former Fiscal Year, if Changed  
Since Last Report)

Check whether the issuer (1) filed all reports required to be filed by  
Section 13 or 15(d) of the Exchange Act during the past 12 months (or for such  
shorter period that the Company was required to file such reports), and (2) has  
been subject to such filing requirements for the past 90 days.

Yes  No   
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Cover Page 1 of 2 Pages

APPLICABLE ONLY TO ISSUERS INVOLVED IN BANKRUPTCY PROCEEDINGS  
DURING THE PRECEDING FIVE YEARS

Check whether the Company filed all documents and reports required to be filed by Section 12, 13 or 15(d) of the Exchange Act after the distribution of securities under a plan confirmed by a court.

Yes \_\_\_\_\_

No \_\_\_\_\_

APPLICABLE ONLY TO CORPORATE ISSUERS

State the number of shares outstanding of each of the issuer's classes of common equity, as of the latest practicable date:

4,932,539

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UNITED-GUARDIAN, INC.

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## Part I. FINANCIAL INFORMATION

### ITEM 1. Financial Statements

#### UNITED-GUARDIAN, INC. CONSOLIDATED STATEMENTS OF EARNINGS

(UNAUDITED)

	THREE MONTHS ENDED	
	MARCH 31,	
	2005	2004
	-----	-----
Revenue:		
Net sales	\$ 3,880,117	\$ 2,967,103
	-----	-----
Costs and expenses:		
Cost of sales	1,768,767	1,273,260
Operating expenses	668,693	645,851
	-----	-----
	2,437,460	1,919,111
	-----	-----
Income from operations	1,442,657	1,047,992
Other income (expense):		
Investment income	66,339	57,092
Loss on sale of marketable securities	(114,231)	-
Other	(48)	(17)
	-----	-----
Income before income taxes	1,394,717	1,105,067
Provision for income taxes	539,000	395,200
	-----	-----
Net income	\$ 855,717	\$ 709,867
	=====	=====
Earnings per common share		
(basic and diluted)	\$ 0.17	\$ 0.14
	=====	=====
Weighted average shares - basic	4,932,539	4,923,966
	=====	=====
Weighted average shares -diluted	4,940,272	4,936,652
	=====	=====

See consolidated notes to financial statements

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## CONSOLIDATED BALANCE SHEETS

	MARCH 31, 2005	DECEMBER 31, 2004
ASSETS	----- (UNAUDITED)	----- (DERIVED FROM AUDITED FINANCIAL STATEMENTS)
Current assets:		
Cash and cash equivalents	\$ 2,923,136	\$ 3,735,945
Temporary investments	404,026	402,288
Marketable securities	6,971,946	6,251,764
Accounts receivable, net of allowance for doubtful accounts of \$33,971 and \$45,000 at March 31, 2005 and December 31, 2004, respectively	2,012,130	918,085
Inventories (net)	1,025,128	1,375,880
Prepaid expenses and other current assets	359,368	515,425
Deferred income taxes	217,017	223,617
Total current assets	----- 13,912,751	----- 13,423,004
Property, plant and equipment:		
Land	69,000	69,000
Factory equipment and fixtures	3,017,077	2,975,305
Building and improvements	2,103,792	2,089,547
Waste disposal plant	133,532	133,532
	-----	-----
	5,323,401	5,267,384
Less: Accumulated depreciation	4,319,533	4,269,713
	-----	-----
	1,003,868	997,671
	-----	-----
Other assets	700	700
	-----	-----
	\$ 14,917,319	\$ 14,421,375
	=====	=====

See consolidated notes to financial statements

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	MARCH 31, 2005	DECEMBER 31, 2004
	----- (UNAUDITED)	----- (DERIVED FROM AUDITED FINANCIAL STATEMENTS)
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Dividends payable	\$ -	\$ 887,677
Accounts payable	357,939	172,320
Accrued expenses	476,562	395,167
Taxes payable	249,828	-
	-----	-----
Total current liabilities	1,084,329	1,455,164
	-----	-----
Deferred income taxes	10,000	10,000
	-----	-----
Stockholders' equity:		
Common stock \$.10 par value, authorized, 10,000,000 shares; 4,994,739 issued, and 4,932,539 shares outstanding	499,474	499,474
Capital in excess of par value	3,756,943	3,756,943
Accumulated other comprehensive loss	(75,668)	(86,730)
Retained earnings	10,001,871	9,146,154
Treasury stock, at cost; 62,200 shares	(359,630)	(359,630)
	-----	-----
Total stockholders' equity	13,822,990	12,956,211
	-----	-----
	\$ 14,917,319	\$ 14,421,375
	=====	=====

See consolidated notes to financial statements

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(UNAUDITED)

	THREE MONTHS ENDED MARCH 31,	
	2005	2004
	-----	-----
Cash flows provided by operating activities:		
Net income	\$ 855,717	\$ 709,867
Adjustments to reconcile net earnings to net cash flows from operations:		
Depreciation and amortization	49,820	52,799
Realized loss on sale of marketable securities	116,855	-
Provision for doubtful accounts	(11,029)	-
(Increase) decrease in assets:		
Accounts receivable	(1,083,016)	(361,334)
Inventories	350,752	(25,295)
Prepaid expenses and other current and non-current assets	156,057	(39,356)
Increase (decrease) in liabilities:		
Accounts payable	185,619	295,372
Accrued expenses and taxes payable	331,223	382,854
	-----	-----
Net cash provided by operating activities	951,998	1,014,907
	-----	-----
Cash flows from investing activities:		
Acquisition of property, plant and equipment	(56,017)	(58,434)
Net change in temporary investments	(1,738)	-
Proceeds from sale of marketable securities	3,465,351	877,923
Purchase of marketable securities	(4,284,726)	(938,764)
	-----	-----
Net cash used in investing activities	(877,130)	(119,275)
	-----	-----
Cash flows from financing activities:		
Proceeds from exercise of stock options	-	24,183
Dividends paid	(887,677)	(737,736)
	-----	-----
Net cash used in financing activities	(887,677)	(713,553)
	-----	-----
Net (decrease) increase in cash and cash equivalents	(812,809)	182,079
Cash and cash equivalents at beginning of period	3,735,945	2,710,029
	-----	-----
Cash and cash equivalents at end of period	\$ 2,923,136	\$ 2,892,108
	=====	=====

See consolidated notes to financial statements

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UNITED-GUARDIAN, INC.  
CONSOLIDATED NOTES TO FINANCIAL STATEMENTS

1. In the opinion of the Company, the accompanying unaudited financial

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statements contain all adjustments (consisting of only normal recurring accruals) necessary to present fairly the financial position as of March 31, 2005 and the results of operations and cash flows for the three months ended March 31, 2005 and 2004. The accounting policies followed by the Company are set forth in the Company's financial statements included in its December 31, 2004 Annual Report to Shareholders.

2. The results of operations for the three months ended March 31, 2005 and 2004 are not necessarily indicative of the results to be expected for the full year.

3. **Stock-Based Compensation:** In 2004 the Company approved a new stock option plan ("2004 Stock Option Plan"). The 1993 Employee Incentive Stock Option Plan ("EISOP") and the Non-Statutory ("NSSOPD") expired in 2003. No grants were issued during the three months ended March 31, 2005 or March 31, 2004.

#### 4. Inventories - Net

Inventories consist of the following:	March 31, 2005	December 31, 2004
	-----	-----
Raw materials and work in process	\$ 365,902	\$ 332,798
Finished products and fine chemicals	659,226	1,043,082
	-----	-----
	\$1,025,128	\$1,375,880
	=====	=====

At March 31, 2005 and December 31, 2004, the Company has reserved \$128,000 for slow moving and obsolete inventory.

5. For purposes of the Statement of Cash Flows, the Company considers all highly liquid investments purchased with a maturity of three months or less to be cash equivalents.

Cash payments for taxes were \$38,174 and \$56,572 for the three months ended March 31, 2005 and 2004, respectively.

#### 6. Comprehensive Income (Loss)

The components of comprehensive income (loss) are as follows:

	Three months ended March 31, 2005	2004
	-----	-----
Net income	\$855,717	\$709,867



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	-----	-----
Other comprehensive income (loss):		
Unrealized (loss) gain on marketable securities during period .....	(99,193)	15,175
Less: reclassification adjustment for losses included in net income .....	116,855	--
	-----	-----
Other comprehensive income before tax .....	17,662	15,175
Income tax benefit on related to other comprehensive income .....	6,600	5,730
	-----	-----
Other comprehensive income, net of tax .....	11,602	9,445
	-----	-----
Comprehensive income net of tax .....	\$866,779	\$719,312
	=====	=====

Accumulated other comprehensive income (loss) is comprised of unrealized gains and losses on marketable securities, net of the related tax effect.

7. Earnings Per Share

The following table sets forth the computation of basic and diluted earnings per share at March 31, 2005 and 2004.

	Three months ended	
	March 31,	
	2005	2004
	-----	-----
Numerator:		
Net income	\$ 855,717	\$ 709,867
	=====	=====
Denominator:		
Denominator for basic earnings per share (weighted average shares)	4,932,539	4,923,966
Effect of dilutive securities:		
Employee stock options	7,733	12,686
	-----	-----
Denominator for diluted earnings per share (adjusted weighted-average shares) and assumed conversions	4,940,272	4,936,652
	=====	=====
Basic and diluted earnings per share	\$ 0.17	\$ 0.14
	=====	=====

8. The Company has the following two reportable business segments: Guardian Laboratories and Eastern Chemical. The Guardian segment conducts research, development and manufacturing of cosmetic ingredients, personal and health care products, pharmaceuticals and specialty industrial products. The Eastern segment distributes fine chemicals, solutions, dyes and reagents.

The accounting policies used to develop segment information correspond to those described in the summary of significant accounting policies as set forth in the Annual Report for the year ended December 31, 2004. Segment earnings or loss is based on earnings or loss from operations before income taxes. The

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reportable segments are distinct business units operating in different industries. They are separately managed, with separate marketing and distribution systems. The following information about the two segments is for the three month period ended March 31, 2005 and 2004.

	2005			Three months ended March 31,
	GUARDIAN	EASTERN	TOTAL	GUARDIAN
Revenues from external customers	\$ 3,567,748	\$ 312,369	\$ 3,880,117	\$ 2,695,232
Depreciation and amortization	21,335	-	21,335	25,846
Segment income (loss) before income taxes*	1,470,057	12,274	1,482,331	1,103,931
Segment assets	3,362,005	377,467	3,739,472	2,882,597
Capital expenditure	11,662	-	11,662	54,592
Reconciliation to Consolidated Amounts				
Income before income taxes				
-----				
Total earnings for reportable segments			\$ 1,482,331	
Other (loss) income, net			(47,940)	
Corporate headquarters expense			(39,674)	
			-----	
Consolidated earnings before income taxes			\$ 1,394,717	
			=====	
Assets				
-----				
Total assets for reportable segments			\$ 3,739,472	
Corporate headquarters			11,177,847	
			-----	
Total consolidated assets			\$14,917,319	
			=====	

	2005		Consolidated	Segment
	Segment Totals	Corporate	Totals	Totals
Expenditures for assets	\$ 11,662	\$ 44,355	\$ 56,017	\$ 54,592
Depreciation and amortization	21,335	28,485	49,820	25,846

### Geographic Information

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	Revenues	Long-Lived Assets	Revenues	Lo
United States	\$ 2,130,315	\$ 1,003,870	\$ 1,779,488	\$
France	471,888		346,496	
Other countries	1,277,914		841,119	
	\$ 3,880,117	\$ 1,003,870	\$ 2,967,103	\$
Major Customers				
Customer A (Guardian)**	\$ 1,176,586		\$ 1,248,466	
Customer B (Guardian)**	404,941		270,340	
All other customers	2,298,590		1,448,297	
	\$ 3,880,117		\$ 2,967,103	

\* The Company has revised the estimated overhead allocated to the Eastern Chemical subsidiary due to reductions in personnel and inventory. If the current allocation was used for the Eastern subsidiary in March 2004, Eastern would have had earnings from operations of \$13,175.

\*\* At March 31, 2005 Customer A and B had balances approximating 26% and 4% accounts receivable respectively.

At March 31, 2004 Customer A and B had balances approximating 26% and 20% of accounts receivable respectively.

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

FORWARD LOOKING STATEMENTS

Statements made in this Form 10-QSB which are not purely historical are forward-looking statements with respect to the goals, plans, objectives, intentions, expectations, financial condition, results of operations, future performance and business of the Company. Forward-looking statements may be identified by the use of such words as "believes," "may," "will," "should," "intends," "plans," "estimates," or "anticipates" or other similar expressions.

Forward-looking statements involve inherent risks and uncertainties, and important factors (many of which are beyond our control) could cause actual results to differ materially from those set forth in the forward-looking statements. In addition to those specific risks and uncertainties set forth in the Company's reports currently on file with the SEC, some other factors that

may affect the future results of operations of the Company are: the development of products that may be superior to the those of the Company; changes in the quality or composition of the Company's products; lack of market acceptance of the Company's products; the Company's ability to develop new products; general economic or industry conditions; intellectual property rights; changes in interest rates; new legislation or regulatory requirements; conditions of the

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securities markets; the Company's ability to raise capital; changes in accounting principals, policies or guidelines; financial or political instability; acts of war or terrorism; and other economic, competitive, governmental, regulatory and technical factors that may affect the Company's operations, products, services and prices.

Accordingly, results actually achieved may differ materially from those anticipated as a result of such forward-looking statements, and those statements speak only as of the date they are made. The Company does not undertake, and specifically disclaims, any obligation to update any forward-looking statements to reflect events or circumstances occurring after the date of such statements.

### OVERVIEW

The Company is a Delaware corporation that operates in two business segments. Its Guardian Laboratories Division ("Guardian") conducts research, product development, manufacturing and marketing of cosmetic ingredients, personal and health care products, pharmaceuticals, and specialty industrial products. The products manufactured by Guardian are marketed through marketing partners, distributors, direct advertising, mailings, and trade exhibitions. Its most important personal care product line is its LUBRAJEL(R) line of water based moisturizing and lubricating gels. It also sells two pharmaceutical products, which are distributed primarily through drug wholesalers and surgical supply houses. There are also indirect sales to the Veteran's Administration and other government agencies, and to some hospitals and physicians.

While the Company does have competition in the marketplace for some of its products, many of its products or processes are either unique in their field or have some unique characteristics, and therefore are not in direct competition with the products or processes of other pharmaceutical, chemical, or health care companies. Guardian's research and development department is actively working on the development of new products to expand the Company's personal care line.

The Company has been issued many patents and trademarks, and intends whenever possible to make efforts to obtain patents in connection with its product development program.

The Company's Eastern Chemical subsidiary ("Eastern") distributes a line of fine organic chemicals, research chemicals, test solutions, indicators, dyes and reagents. Eastern's products are marketed through advertising in trade publications and direct mailings. Since the Company's business activities and marketing efforts over the past several years have focused increasingly on the Guardian division, the Company has reduced Eastern's inventory levels in order to make it more marketable in the event the Company decides to sell it at some future date. This has resulted in some reduction in sales as compared to previous years. Sales of this division have also declined as a result of increased competition from new and existing competitors.

Products manufactured by Guardian are marketed worldwide through the Company's extensive marketing and distribution arrangements. Approximately half of Guardian's sales are to foreign customers.

The following discussion and analysis covers material changes in the financial condition of the Company since year end December 31, 2004, and a comparison of the results of operations for the three month period ended March

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31, 2005 and March 31, 2004. This discussion and analysis should be read in conjunction with "Management's Discussion and Analysis or Plan of Operation" included in the Company's Form 10-KSB for the year ended December 31, 2004.

### RESULTS OF OPERATIONS

#### Gross revenue from operations -----

For the three month period ended March 31, 2005, net sales increased \$913,014 (30.8%) versus the comparable period in 2004. Guardian had a sales increase of \$872,516 (32.4%) while Eastern had a sales increase of \$40,498 (14.9%).

The increase in Guardian's sales for the three month period ended March 31, 2005 is believed to be due to (a) normal fluctuations in the purchasing patterns of its customers, and (b) an unusually high number of shipments taking place in January that resulted from some customers requesting that their orders not be shipped until after the first of the year. The increase in Eastern's sales is believed to be due to normal fluctuations in the purchasing patterns of its customers.

#### Cost of sales -----

Cost of sales as a percentage of sales increased to 45.6% for the three months ended March 31, 2005 from 42.9% for the comparable period ended March 31, 2004. This increase is mainly due to (a) increases in standard overhead rates for Guardian; (b) increases in fixed overhead costs, (primarily insurance and utilities); and (c) a higher than normal sales volume of a product with higher costs in anticipation of a March 1st price increase for that product.

The increase in the standard overhead rates for Guardian was the result of a revision of the estimated overhead allocated to Eastern due to a reduction in staff and inventory and an overall downsizing of that operation. Since, for the most part, this overhead is fixed, the decrease in the overhead that had been allocated to Eastern is now being absorbed by Guardian. This has resulted in an increase in the overhead rate for Guardian.

#### Operating Expenses -----

Operating expenses increased \$22,842 (3.5%) for the three months ended March 31, 2005 compared to the comparable period in 2004. The increase is mainly due to the net effect of higher insurance and utilities costs.

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#### Investment income -----

Investment income decreased \$104,984 (183.9%) for the three months ended March 31, 2005 as compared to the comparable period in 2004. This decrease is mainly attributable to the sale of a portfolio of marketable securities, primarily bonds, the bulk of which had been managed for the Company by Merrill Lynch. The sale of this portfolio resulted in a realized loss of approximately

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\$116,000, of which approximately \$105,000 had previously been recorded in the equity section of the balance sheet as an "accumulated other comprehensive loss". Approximately \$108,000 of the above loss was due to the sale of the bond portfolio managed by Merrill Lynch, which, over the 18 months the company held it, had realized interest income net of broker fees of approximately \$154,000. The realized loss was offset by \$66,339 of investment income consisting of interest and dividend income for the three months ended March 31, 2005 as compared to \$57,092 for the three months ended March 31, 2004. This increase is mainly due to an increase in interest rates. Investment income is recorded net of brokerage fees.

### Provision for income taxes

-----

The provision for income taxes increased \$143,800 (36.4%) for the three months ended March 31, 2005 when compared to the comparable period in 2004. This increase was due to (a) increased earnings before taxes of \$289,650, and (b) the adding back of the approximately \$116,000 loss on sale of the Merrill Lynch bond portfolio, which is not currently deductible.

### LIQUIDITY AND CAPITAL RESOURCES

Working capital increased from \$11,967,840 at December 31, 2004 to \$12,828,422 at March 31, 2005. The current ratio increased from 9.2 to 1 at December 31, 2004 to 12.8 to 1 at March 31, 2005. The increase in current ratio was primarily due to the net effect of a decrease in dividends payable and inventories, along with increases in accounts receivable and accrued expenses. The Company has no commitments for any further significant capital expenditures during the remainder of 2005, and believes that its working capital is and will continue to be sufficient to support its operating requirements.

The company generated cash from operations of \$835,143 and \$1,014,907 for the three months ended March 31, 2005 and March 31, 2004 respectively. The decrease was primarily due to the increase in accounts receivable.

During the three month period ended March 31, 2005, \$760,275 was used in investment activities, as compared to \$119,275 for the three months ended March 31, 2004. The change is mainly due to the net effect of the sale (primarily bonds) and purchases (primarily bond funds) of marketable securities.

Cash used in financing activities was \$887,677 and \$713,553 for the three months ended March 31, 2005 and March 31, 2004 respectively. The increase is due primarily to an increase in dividends paid during the three months ended March 31, 2005.

### Item 3. Controls and Procedures

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

Within 90 days prior to the filing of this Quarterly Report on Form 10-QSB the Company's principal executive officer and principal financial officer

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evaluated the effectiveness of the design and operation of Company's disclosure controls and procedures (as defined in Rules 13a-14(c) and 15d-14(c) under the Securities Exchange Act of 1934 (the "Exchange Act")) and concluded that the Company's disclosure controls and procedures are effective to ensure that information required to be disclosed by the Company in reports that it files or submits under the Exchange Act is accumulated and communicated to the Company's management, including its officers, as appropriate to allow timely decisions regarding required disclosure, and are effective to ensure that such information

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is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms.

### (b) Changes in Internal Controls

The Company's principal executive officer and principal financial officer have also concluded there were no significant changes in the Company's internal controls or in other factors that could significantly affect these controls subsequent to the date of their evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

## PART II - OTHER INFORMATION

- ITEM 1 - LEGAL PROCEEDINGS: NONE
- ITEM 2 - CHANGES IN SECURITIES AND USE OF PROCEEDS: NONE
- 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 AND REPORTS ON FORM 8-K

### a. Exhibits

- 31.1 Certification of Alfred R. Globus, Chairman and Chief Executive Officer of the Company, pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- 31.2 Certification of Kenneth H. Globus, President and Chief Financial Officer of the Company, pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- 32.1 Certification of Alfred R. Globus, Chairman and Chief Executive Officer of the Company, pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- 32.2 Certification of Kenneth H. Globus, President and Chief Financial Officer of the Company, pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

### b. Reports on Form 8-K

There was one report on Form 8-K filed during the fiscal quarter ended March 31, 2005. It was filed on March 21, 2005 and related to the issuance of an earnings release by the Company on March 18, 2005.

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## SIGNATURES

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

UNITED-GUARDIAN, INC.  
(Registrant)

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By: /s/ Alfred R. Globus  
-----  
Alfred R. Globus  
Chief Executive Officer

By: /s/ Kenneth H. Globus  
-----  
Kenneth H. Globus  
Chief Financial Officer

Date: May 6, 2005