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For Immediate Release

**LATHEM PARTNERS WITH SCHOEN & ASSOCIATES  
TO EXPAND BUSINESS IN THE COMMERCIAL OFFICE PRODUCTS CHANNEL**

ATLANTA, GA – March 24, 2002 – Lathem Time Corporation, one of the world’s leading designers and manufacturers of time and attendance products for small business, has entered into an agreement with Chicago-based Schoen & Associates to increase distribution and awareness of its products in the commercial office products channel.

Schoen & Associates are manufacturers representatives with over 4,500 accounts, including traditional office distributors, catalog houses, superstores, computer resellers, business machine dealers, and furniture suppliers. They cover 18 states in the Midwest and Rocky Mountains, as indicated in the Office Product Representatives Association districts 5, 6, 11 and 12.

“We’re excited about working with Schoen & Associates because they have relationships with most of the main players in the office products business,” said Lance Whipple, Lathem Time director of marketing. “By partnering with Schoen, we are making an investment in and commitment to the contract commercial office products channel.”

Kevin Schoen, Schoen & Associates president, said, “The office products channel market is very receptive to Lathem’s products and support programs. We have signed up many national distributors who are eager to receive Lathem’s products.”

**About Schoen & Associates**

Schoen and Associates is a leading Chicago-based professional sales organization, representing prominent manufacturers of office and computer products and furniture. They provide full-

service, leading-edge representation of office products to national companies in the industry, including Boise-Cascade, Corporate Express, Office Depot/BSD and Staples Contract & Commercial. Schoen maintains offices in Cleveland, Indianapolis, Minneapolis, Milwaukee, Kansas City and Denver, in addition to its Chicago headquarters. In its newest development, Schoen has fused a national accounts orientation with its territorial coverage, providing wider distribution to its customers. More information can be found at [www.schoen.com](http://www.schoen.com).

### **About Lathem Time Corporation**

Headquartered in Atlanta, Ga., Lathem Time specializes in mechanical and automated employee time and attendance tracking systems, including the No. 1-selling automated system for small business, PayClock EZ. In its latest development, PayClock now shares data with Intuit's QuickBooks 2002 products, providing a complete "punch to paycheck" system for small business' timekeeping needs.

PayClock's automation reduces payroll preparation time by up to 80 percent and eliminates inaccuracies associated with manual calculations, saving up to 3 percent in payroll costs. Other Lathem products include time clocks, data collection terminals, software and synchronized wall clocks.

Founded in 1919 by George Lathem and his son Louie Lathem, Sr., Lathem Time remains a family-owned and operated company with 175 employees. Over 300,000 companies worldwide use a Lathem timekeeping product for managing their business. More information can be found at [www.lathem.com](http://www.lathem.com).

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