

The Daily Telegraph

NO 42,886

MONDAY, FEBRUARY 8, 1993

BUSINESS MONITOR

Parental US copier investigation

A CAMPAIGN by a parent has led to investigations into the marketing activities of photocopying giant Xerox in American schools.

The company, which operates in Britain as Rank Xerox, denies unethical sales tactics.

The complaints mirror those made against copier suppliers in Britain, and which prompted the formation of the Campaign to Clean Up Copier Contracts.

Matthew Smith, a management consultant, contacted officials after the New York school where his child attends faced a fourteen-fold increase in monthly copying costs to \$1,800 (£1,200).

The state board of education is examining his claims that the company has been selling equipment too advanced for schools' needs. Mr Smith has written to nearly 48 American education authorities urging them to scrutinise their copying contracts.