

Chicago • Business CRAIN'S



New menu for local dealmaker

With Nutri/System,
Heisley shifts from
Rust Belt to food

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METRO CHICAGO'S BUSINESS AUTHORITY

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LATE NEWS

Consultant targets school copying

■ A New York-based consultant and former Xerox Corp. employee, Matthew R. Smith, says that Xerox's aggressive sales tactics may be costing the Chicago Public Schools an estimated \$10 million annually in unnecessary copying and service costs, based on his studies of Xerox's practices in New York and elsewhere. Mr. Smith contends that Xerox is selling more sophisticated equipment than the schools need. His charges have prompted local school investigations in several cities, including New York and Detroit. He's scheduled to meet Thursday with Chicago school officials. A spokesman for Stamford, Conn.-based Xerox could not be reached for comment Friday.