

**Regulation and the Evolving Nature of Postal
and Delivery Services: 1992 and Beyond**
March 18–21, 1992 —Village PTT, La Londe les Maures, France

Sponsors

- Center for Research in Regulated Industries, GSM, Rutgers University
- Wurster Center for International Management Studies, The Wharton School, University of Pennsylvania
- British Post Office
- Deutsche Bundespost Postdienst
- TNT World Wide Express
- United Parcel Service
- The United States Postal Service
- La Poste
- PTT Post International
- Federal Express
- The Swedish Post Office
- The United States Postal Rate Commission
- Wissenschaftliches Institut für Kommunikationsdienste
- New Zealand Post

Organizing Committee

Isak Abramowitz (Sweden Post)	James Rogers (United Parcel Service)
James Campbell (IECC)	Marc Smith (US Postal Service)
Jeanine Helthuis (PTT Post International)	Elmar Toime (New Zealand Post)
Kathleen Mullin (US Postal Service)	Jean-Pierre van Deth (ENSPTT)
Werner Neu (W.I.K.)	Monica Walles (Sweden Post)
Paul Richards (British Post Office)	

Fees and Expenses

- A registration fee of \$700 is payable to the Center for Research in Regulated Industries.
- The charge for food and lodging for the duration of the Conference is FF960.
- The conference fee is waived for a limited number of employees of sponsoring organizations.

Conference Staff

Professor Michael A. Crew, <i>Conference Organizer</i>	Professor Paul R. Kleindorfer, <i>Conference Organizer</i>
Ms. Linda S. Brennan, <i>Conference Administrator</i>	The Wharton School University of Pennsylvania Philadelphia, PA 19104, U.S.A. Telephone 215-898-5830 215-898-3664 (FAX)
Center for Research in Regulated Industries Graduate School of Management Rutgers University 180 University Avenue Newark, NJ 07102, U.S.A. Telephone 201-648-5049 (Office) 201-648-1348 (FAX) Michael Crew: 908-221-0524 (Home) 908-221-0425 (Home FAX)	

The Rutgers University, Graduate School of Management,
Center for Research in Regulated Industries,
The University of Pennsylvania, Wharton School,
Wurster Center for International Management Studies
The British Post Office
Deutsche Bundespost Postdienst
TNT World Wide Express
United Parcel Service
The United States Postal Service
La Poste
PTT Post International
Federal Express
The Swedish Post Office
The United States Postal Rate Commission
Wissenschaftliches Institut für Kommunikationsdienste
New Zealand Post

present

**REGULATION AND THE EVOLVING
NATURE OF POSTAL AND
DELIVERY SERVICES:
1992 AND BEYOND**

March 18–21, 1992

**Village PTT
La Londe les Maures, France**

The *Center for Research in Regulated Industries* aims to further the study of regulation by research in economics, finance, and institutions. Its publications, seminars, workshops, and courses make available the latest advances to academics, managers, and regulatory commission staff. The Center's **Journal of Regulatory Economics** is an international scholarly quarterly intended to provide a forum for the highest quality research in regulatory economics.

Regulation and the Evolving Nature of Postal and Delivery Services

Wednesday, March 18, 1992

6:00 p.m. Reception
7:00 *Welcome and Introduction to Conference*
Michael A. Crew and Paul R. Kleindorfer
Dinner & Speech
Francis Migone, Directeur des Affaires Internationales de la Poste

Thursday, March 19, 1992

7:30 a.m. Breakfast
9:00 - 12:00 *International Issues*
Moderator: Thomas E. Leavey
Commentary: Simone Bos, El Mostafa Gharbi, and Pieter Weltevreden
Introduction & Concluding Remarks
Thomas E. Leavey
The Future of the UPU
Speaker: James I. Campbell, Jr.
The Regulatory Environment for the Public Service Provider of International Mail Services
Speaker: James A. Cotton-Betteridge
Service Performance and Terminal Dues Payments
Speakers: Christian Brun and James A. Waddell
10:30 - 10:45 Coffee Break
12:00 - 1:30 Lunch
1:30 - 3:30 Chair: Emile Quinet
Discussants: Maurice C. Castro, Roger Sherman, and Thomas Lenard
Franchise Bidding and Local Postal Delivery
Speaker: Mark Zupan
Competition, Efficiency, and the Vertical Structure of Postal Services
Speaker: John C. Panzar
Economics of Scale and Scope and Competition in Postal Services
Speakers: Cathy M. Rogerson and William M. Takis
3:30 Break
6:00 Reception, Dinner and Speech
George Haley, Chairman, United States Postal Rate Commission

Friday, March 20, 1992

7:30 a.m. Breakfast
9:00 - 10:30 Chair: Walpurga Speckbacher
Discussants: Michael A. Crew and Robert L. Kendall, Jr.
US Postal Service Costing for Ratemaking
Speaker: Jeffrey L. Colvin (Michael D. Bradley and Marc A. Smith)

Does Universal Service Require a Legal Monopoly?

Speaker: Robert Cohen

10:30 - 10:45

Coffee Break

10:45 - 12:30

Chair: Kathleen A. Mullin

Discussants: William E. Kovacic, Stuart McIntosh, and Werner Neu

Remailing in the European Community

Speaker: Ulrich Stumpf

Product Development in the World of Postal Organizations

Speaker: Philip Dobbenberg

Regulatory Systems for Encouraging Competition and Deterring Cross Subsidization of Postal Services

Speaker: George R. Hall

12:30 - 1:45

Lunch

1:45 - 3:00

Chair: Francois X. Lehmann

Discussants: Thomas A. Abbott, III, and Paul R. Kleindorfer

International Comparison of Productivity in the Provision of Postal Services

Speaker: Donald O'Hara (Dianne C. Christensen, Laurits R. Christensen, and Charles Guy)

What Do Duopoly Models Tell Us About the Benefits of Competitive Entry

Speakers: Paul Richards and Ian M. Dobbs

3:00

Break

6:00

Reception, Dinner & Speech

Frank R. Heselton, Assistant Postmaster General, Rates & Classification Department, United States Postal Service

Saturday, March 21, 1992

7:30 a.m.

Breakfast

9:00 - 10:30

Chair: Paul R. Kleindorfer

Discussant: Toru Azumi and Robert Patrick

Service Standards

Speaker: Elmar Toime

Models of Reliability in Postal Services

Speaker: Ian M. Reay

10:30 - 10:45

Coffee

10:45 - 12:00

Chair: Michael A. Crew

Discussant: Francois X. Lehmann

Measuring Performance in Mail Delivery

Speaker: John Haldi

Brief Discussion and Review of Conference

Introduced by Michael A. Crew and Paul R. Kleindorfer

12:00

Lunch

2:00

Conference Ends

SPEAKERS/DISCUSSANTS/CHAIRS

- Toru Azumi**, Director, First Department of Management & Economic Studies, Institute for Posts and Telecommunications Policy, Japan
- Thomas A. Abbott, III**, Assistant Professor, Graduate School of Management, Rutgers University
- Simone Bos**, Manager—International Relations, PTT Post, International Business Unit
- Christian Brun**, Postal Inspector, General Directorate of Post & Telegraphs, Denmark
- James I. Campbell, Jr., Esq.**, Special Counsel—Postal Affairs, International Express Carriers Conference
- Maurice C. Castro**, Manager—Strategic Planning, Australia Post
- Robert Cohen**, Director—Technical Analysis & Planning, US Postal Rate Commission
- Jeffrey L. Colvin**, Principal Economist, United States Postal Service
- James A. Cotton-Betteridge**, General Manager—Royal Mail International, British Post Office
- Philip Dobberberg**, Director, PTT Post International
- Ian M. Dobbs**, Professor, School of Business Management, University of Newcastle Upon Tyne
- El Mostafa Gharbi**, Sous-Directeur Généraux, Affaires Juridiques et Administratives, Bureau International, Union Postale Universelle
- John Haldi**, President, Haldi Associates, Inc.
- George R. Hall**, Director, Putnam, Hayes & Bartlett, Inc.
- Robert L. Kendall, Jr.**, Partner, Schnader, Harrison, Segal and Lewis
- William E. Kovacic**, Associate Professor of Law, George Mason University School of Law
- Thomas E. Leavey**, Assistant Postmaster General—International Business Department, United States Postal Service
- Francois X. Lehmann**, Sous-Directeur des Affaires Postales, Ministère des Postes et Télécommunications
- Thomas Lenard**, Vice President, Heiden Associates
- Stuart McIntosh**, Partner, Coopers & Lybrand Deloitte
- Kathleen A. Mullin**, Economic Issues Analyst, United States Postal Service
- Werner Neu**, Head of Regulation Department, Wissenschaftliches Institut für Kommunikationsdienste
- Donald O'Hara**, Principal Economist, United States Postal Service
- John C. Panzar**, Professor of Economics, Northwestern University
- Robert Patrick**, Associate Professor of Mineral Economics, Colorado School of Mines
- Emile Quinet**, Professor, Ecole Nationale des Ponts et Chaussées
- Ian M. Reay**, Head of Operational Research, Royal Mail, British Post Office
- Paul Richards**, Economic Advisor, British Post Office
- Cathy M. Rogerson**, Principal Mathematical Statistician, Unites States Postal Service
- Roger Sherman**, Professor of Economics, University of Virginia
- Walpurga Speckbacher**, Strategic Planning, Deutsche Bundespost Postdienst
- Ulrich Stumpf**, Senior Economist, Wissenschaftliches Institut für Kommunikationsdienste
- William M. Takis**, Manager, Price Waterhouse
- Elmar Tolme**, Group Manager—Marketing, New Zealand Post
- James A. Waddell**, Senior Manager, Price Waterhouse
- Pieter Weltevreden**, Director, CEC/DG XIII D, Commission of European Communities
- Mark Zupan**, Associate Professor of Business Economics, University of Southern California

Rutgers, The State University of New Jersey
Graduate School of Management
Center for Research in Regulated Industries
**REGULATION AND THE EVOLVING NATURE OF POSTAL
AND DELIVERY SERVICES: 1992 AND BEYOND**
France, March 18–21, 1992

Application

Name _____
Title _____
Company _____
Address _____

Telephone Number _____
Fax Number _____

Billing Information:

- Employee of sponsoring organization.
 Payment enclosed.*
 Send invoice to participant at above address.
 Send invoice to: _____

Fees: The fee for the conference is \$700 per person which includes instructional materials. The charge for food and lodging is FF960 for the duration of the Conference. Instructions for payment will be provided upon receipt of your completed application form. The conference fee is waived for a limited number of employees of sponsoring organizations.

CANCELLATION POLICY: Until February 14, 1992 refunds will be allowed in full. After this date the conference fee is due in full whether or not the participant actually attends the conference. Substitutions may be made at any time.

Signature of Participant:

Please return completed application form by **February 14, 1992**** to:
Linda S. Brennan, Rutgers University, Graduate School of
Management, 180 University Avenue, Newark, NJ 07102, U.S.A.
or **FAX your application to: (201)648-1348.**

* Make check in U.S. funds payable to "Rutgers University." Credit cards are *not* acceptable for payment of conference fees.

** Space is highly limited. Early application is advised.