

CONFERENCE ON POSTAL AND DELIVERY SERVICES

May 18–21, 1994 —Grand Hôtel Saltsjöbaden, Stockholm, Sweden

Organizing Committee

Toru Azumi (IPTP)
James Campbell (IECC)
Robert Cohen (U.S. Postal Rate Comm.)
Wynne Jones (Coopers-Lybrand)
Kathleen Mullin (U.S. Postal Service)
Virpi Palo (Finland Post)
Ian Reay (British Post Office)
Paul Richards (European Commission)
James Rogers (United Parcel Service)
Jacques Salais (La Poste)

Marc Smith (U.S. Postal Service)
Walpurga Speckbacher (DBP-Postdienst)
Börje Spong (Sweden Post)
William M. Takis (Price Waterhouse)
Elmar Toime (New Zealand Post)
Joëlle Toledano (La Poste)
Sture Wallander (Sweden Post)
Anton van der Lande (EEO)

Fees and Expenses

- A registration fee of **\$725** is payable to the Center for Research in Regulated Industries.
- The charge for food and lodging for the duration of the Conference is 3,729 SEK.
- The conference fee is waived for a limited number of employees of sponsoring organizations.

Conference Staff

Professor Michael A. Crew,
Workshop Organizer
Ms. Linda S. Brennan,
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Philadelphia, PA 19104, U.S.A.
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THE STATE UNIVERSITY OF NEW JERSEY
RUTGERS

**The Rutgers University, Graduate School of Management,
Center for Research in Regulated Industries,
The University of Pennsylvania, Wharton School,
Center for Risk Management and Decision Processes
Deutsche Bundespost Postdienst
La Poste
United Parcel Service
The United States Postal Service
The British Post Office
Sweden Post
Federal Express
Price Waterhouse
The United States Postal Rate Commission
European Commission
Finland Post
New Zealand Post
Coopers-Lybrand**

present

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**Grand Hôtel Saltsjöbaden
Stockholm, Sweden**

A related program from the *Center for Research in Regulated Industries*:

Workshop in Postal and Delivery Economics

**Hakone, Japan
June 1-4, 1994**

Host and principal sponsor: **Institute for Posts and Telecommunications Policy**, Japan.

For more information on the Workshop, please contact Michael Crew.

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.

- The *Center for Research in Regulated Industries* is pleased to be the recipient of *The Hermes Award, 1992*, awarded by the European Express Organization.

CONFERENCE ON POSTAL AND DELIVERY SERVICES

Wednesday, May 18, 1994

5:00 - 6:00 *Registration*
 6:00 p.m. *Reception*
 7:00 *Welcome and Introduction to Conference*
 Michael A. Crew and Paul R. Kleindorfer
Dinner & Speech
Ulf Dahlsten, President and Chief Executive Officer, Sweden Post
 9:00 *After Dinner Drinks*

Thursday, May 19, 1994

7:30 a.m. *Breakfast*
 9:00 - 11:00 *Setting the Stage*
 Chair: Michael A. Crew
 Discussants: James A. Cotton-Betteridge, Mario Dunn, and John Haldi
James I. Campbell, Jr.: Postal Green Paper
Maurice C. Castro: Deregulation of Australia's Postal Services
Ulrich Stumpf and Frank Pieper: Restructuring the Postal Sector—
 The German Case
 11:00 - 11:20 *Coffee Break*
 11:20 - 12:30 *Customer Needs and Changing Technology*
 Chair: Frank Heselton
 Discussants: Ross Hinds and Alan Robinson
Colin J. Mitchell: A Consumers' Groups' View of New Services,
 Quality and Regulation
Hannu Tuominen: Use of Technology Arising From Customers' Needs
 12:30 - 2:00 *Lunch*
 2:00 - 3:15 *Service Quality and Scope*
 Chair: Virpi Palo
 Discussants: Ian M. Reay and Torsten Zillén
Heinz Hofmann: Measuring the Performance of the Public Postal
 Service Provider in Germany
Thomas Grzesiak and Thomas Reenberg: Measuring Quality of
 Service of International Mail
 3:15 *Break*
 6:00 *Reception*
 7:00 *Dinner and Speech*
Elmar Toime, Chief Executive, New Zealand Post
 9:00 *After Dinner Drinks*

Friday, May 20, 1994

7:30 a.m. *Breakfast*
 9:00 - 11:00 *Regulation*
 Chair: Börje Spong
 Discussants: Per Forssberg and John C. Panzar
William E. Kovacic: The Application of Legal Safeguards Against
 Predation to the Postal Services Industry
Walpurga Speckbacher: Price Caps for Postal Service
Jeanne Colvin: How Contestable?

11:00 - 11:20

Coffee Break

11:20 - 12:30

Access and Competition I

Chair: John R. Dolling
 Discussants: Hans Dydensborg and Paul Richards
Michael A. Crew and Paul R. Kleindorfer: Pricing and Upstream
 Entry in Postal Service
Wynne Jones and David Storer: Access Pricing in the Postal Sector

12:30 - 2:00

Lunch

2:00 - 3:15

Access and Competition II

Chair: Michael A. Crew
 Discussants: Markku Mäkitalo and John C. Panzar
Helmuth Cremer, André Grimaud, and Marc Derycke: Alternative
 Scenarios for the Reform of Postal Services: Optimal Pricing and
 Welfare
Cathy M. Rogerson and David Treworgy: Competitive Analysis of
 Vertical Integration in the U.S. Postal Service

3:15

Break

6:30

Reception

7:30

Dinner & Speech

Edward J. Gleiman, Chairman, U.S. Postal Rate Commission

9:30

After Dinner Drinks

Saturday, May 21, 1994

7:30 a.m.

Breakfast

9:00 - 10:15

Macro and Comparative I

Chair: Joëlle Toledano
 Discussant: Jan-Erik Leistedt and Frank Pieper
John F. Alepa and Kathleen Mullin: Economic Adjustments as a
 Determinant for Inter-Administration Pricing of Postal Services
Robert H. Cohen, William W. Ferguson, and Spyros S. Xenakis: An
 Exploratory Quantitative Comparison of Postal Administrations in
 Industrial Countries

10:15 - 10:30

Coffee Break

10:30 - 11:45

Macro and Comparative II

Chair: Paul R. Kleindorfer
 Discussant: Heikki Nikali and Börje Spong
John Nankervis and Frank Rodriguez: Aggregate Letter Traffic
 Demand and the Economy
Toru Azumi: Structure of Postal Demand and the Method for Forecasting

11:45 - 12:15

Concluding Roundtable Discussion

Chair: Michael A. Crew
 Speakers: Anders Jeansson, Colin J. Mitchell, Paul Richards,
 and Sture Wallander

12:15 - 12:20

Concluding Remarks —Michael A. Crew

12:20

Lunch

2:00

Conference Ends

Rutgers, The State University of New Jersey
Graduate School of Management
Center for Research in Regulated Industries
CONFERENCE ON POSTAL AND DELIVERY SERVICES
Grand Hôtel Saltsjöbaden, Stockholm, Sweden—May 18–21, 1994

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 \$725 per person which includes all coffee breaks, receptions, and instructional materials. The charge for food and lodging is 3,729 SEK 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 employees of sponsoring organizations.

CANCELLATION POLICY: Until April 1, 1994 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 **April 1, 1994**** 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.

SPEAKERS/DISCUSSANTS/CHAIRS

John F. Alepa, United States Postal Service

Toru Azumi, IPTP

James I. Campbell, Jr., International Express Carriers Conference

Maurice C. Castro, Australia Post

Robert H. Cohen, U.S. Postal Rate Commission

James A. Cotton-Betteridge, Royal Mail International, British Post Office

Helmuth Cremer, Institut D'Economie Industrielle, University of Toulouse

Michael A. Crew, Rutgers University

Marc Derycke, La Poste

John R. Dolling, Royal Mail International, British Post Office

Mario Dunn, Union of Communication Workers

Hans Dydensborg, Price Waterhouse/IKO

William W. Ferguson, U.S. Postal Rate Commission

Per Forssberg, Sweden Post

Jeanne Golay, U.K. Post Office

André Grimaud, Institut D'Economie Industrielle, University of Toulouse

Thomas Grzesiak, Price Waterhouse

John Haldi, Haldi Associates, Inc.

Frank Heselton, Unites States Postal Service

Ross Hinds, IPC Unipost

Heinz Hofmann, BAPT

Anders Jeansson, Sweden Post

Wynne Jones, Coopers-Lybrand

Paul R. Kleindorfer, University of Pennsylvania

William E. Kovacic, George Mason University School of Law

Jan-Erik Leistedt, Sweden Post

Markku Mäkitalo, Finland Post

Colin J. Mitchell, Eurpean Mail & Express Users Association

Kathleen Mullin, Unites States Postal Service

John Nankervis, University of Surrey, UK

Heikki Nikali, Finland Post

Virpi Palo, Finland Post

John C. Panzar, Northwestern University

Frank Pieper, WIK

Ian M. Reay, Royal Mail, U.K. Post Office

Thomas Reenberg, Price Waterhouse

Paul Richards, European Commission

Alan Robinson, Klick, Kent & Allen, Inc.

Frank Rodriguez, U.K. Post Office

Cathy M. Rogerson, Unites States Postal Service

Walpurga Speckbacher, Deutsche Bundespost Postdienst

Börje Spong, Sweden Post

David Storer, Coopers & Lybrand

Ulrich Stumpf, Wissenschaftliches Institut für Kommunikationsdienste

Joëlle Toledano, La Poste

David Treworgy, Price Waterhouse

Hannu Tuominen, Finland Post

Sture Wallander, Sweden Post

Spyros S. Xenakis, U.S. Postal Rate Commission

Torsten Zillén, Sweden Post