8th Conference on Postal and Delivery Economics:

THE FUTURE DIRECTIONS OF POSTAL REFORM

June 7–10, 2000
Vancouver, Canada

Presented by

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J National Association of Letter Carriers
J Postal Services International
J Finland Ministry of Transport and Communications
8TH CONFERENCE ON POSTAL AND DELIVERY ECONOMICS

Wednesday, June 7, 2000 Crystal Ballroom

5:00 - 6:00 Registration
6:00 Reception
7:00 Welcome and Introduction to Conference: Michael A. Crew and Paul R. Kleindorfer
   Dinner & Speech: John M. Nolan
   Deputy Postmaster General, United States Postal Service
9:00 After Dinner Drinks

Thursday, June 8, 2000 meetings in Conference Centre

7:00 Breakfast
9:00 - 10:40 Concurrent Sessions P4

REGULATION AND LIBERALIZATION I
Chair: Wayne Schley
Discussants: Daniel Krahenbuhl, Cathy Rogerson, and James Sauber

Michael Wachter, Barry T. Hirsch and James W. Gillula: Difficulties of Regulation When Wage Costs are the Major Cost

Robert Campbell: Regulatory and Governance Changes in Liberalized, Commercial Postal Environments: A Comparative Assessment

Jens Kirchner: Shaping the General Regulatory Conditions Against the Backdrop of the Globalization of Postal Markets

10:40 - 11:00 Coffee Break
11:00 - 12:40 Concurrent Sessions P4

REGULATION AND LIBERALIZATION II
Chair: Edward Gleiman
Discussants: Christian Schunk and Roger Sherman

Bernard Roy, David Storer and Joelle Toledano: Economic Costs in Postal Sector–From Theory to Practice


Larry Darby and Joseph Fuhr: Evaluating Postal Service Market Extension

12:40 - 2:00 Lunch

STRATEGY
Chair: Oluf Raldorf
Discussants: Mary Bundy and José M. Marcos

Susan Deagle, Peter MacKechnie and Sonya Sbar: Building Doors–Creating Value Through Strategic Alliances

Derek Osborn, Robert Diasek, and Marina Zubic: Strategic Transformation of a Postal Business

Österreichische Post AG–A Case Study

David Rawnsley and Keith Hay: Using the Post Office as a Tool for Social and Economic Development

FUTURE TECHNOLOGIES
Chair: Ed Horgan
Discussants: Mary Kay Perkins, Leon Pintsov, and Leah Spalding

Camille Bradford and Jack Mayer: Lifetime Addresses–A New Postal Paradigm for the 21st Century

Stephen Poe: The Future of Mail–Traditional Mail vs. E-mail Models

Kari Elkelä: Multi-Letter Combines Physical and Electronic Letter Receiving

Cloud Nine
2:00 - 3:00 Concurrent Sessions P4

COSTS I

Chair: Lars Vesterlund
Discussants: João Confraria and Jose Soarés

Catherine Cazals: An Analysis of Some Specific Cost Drivers in the Delivery Activity

Takako Sano, Tatsuo Oyama and Hiroyuki Tamura: Mathematical Model Analyses on the Optimal Location-Allocation of Post Office Facilities and Employees

COMPETITION LAW I

Chair: David Spence
Discussants: Jeremy Cotton, Monica Plum, and Gerard Power

Anna Lundgren and Sten Selander: Uniform Tariffs and Prices Geared to Cost?

Pekka Leskinen: The Role of Regulator, Legislator within the E-commerce Today

3:00 Break

6:00 Reception

7:00 Dinner & Speech: Luis Jimenez
Vice President of Global Growth and Futures Strategy, Pitney Bowes

9:00 After Dinner Drinks

Friday, June 9, 2000 meetings in Conference Centre

7:30 Breakfast

9:00 - 10:40 Concurrent Sessions P4

REGULATION AND LIBERALIZATION III

Chair: Severin Cabannes
Discussants: John Allen, Louis O’Brien, and Sture Wallander

Philippe De Donder, Helmut Cremer, Jean-Pierre Florens, Andre Grimaud, and Frank Rodriguez: Uniform Pricing and Postal Market Liberalization

Peter Andersson and Mats Bladh: Experiences from Liberalizing the Postal Market in Sweden

Robert Mitchell: Competitive Solutions for Postal Administrations

INTERNATIONAL

Chair: Gary Jensen
Discussants: Thomas Baldry, David Spence, and Tim Walsh

Mary Elcano, Andrew German & Anthony Alverno: Through Indirection...

Evren Hatice and Bernard Roy: Analysis of Inward Mail in Developing Countries

Hilke Smit: Selected Problems of the Next Round of Trade Negotiations for the Postal Sector

10:40 - 11:00 Coffee Break

11:00 - 12:40 Concurrent Sessions P4

REFORM

Chair: Kevin Richardson
Discussants: Gene Del Polito, Rohan Malhotra, and Yann Petel

James Campbell: The Definition of Express Services and The Re-Definition of Postal Law

Stephen Agar: Postal Reform in the United Kingdom

Thomas Sharkey and Robert G. Taub: Toward an Empirical Basis For Consideration of Universal Service in the United States Postal Sector

Donald O’Hara: Declining Mail Volumes and Increasing Prices—How Strong Might the Feedback Effect Be?

Gail Willette: Courtesy Envelope Mail—A Missed Opportunity?

11:00 - 12:40 INTERNATIONAL P5

Chair: Gary Jensen
Discussants: Thomas Baldry, David Spence, and Tim Walsh

Mary Elcano, Andrew German & Anthony Alverno: Through Indirection...

Evren Hatice and Bernard Roy: Analysis of Inward Mail in Developing Countries

Hilke Smit: Selected Problems of the Next Round of Trade Negotiations for the Postal Sector

DEMAND I

Chair: Börge Spong
Discussants: David Eagles and Mary Kay Perkins
COST II
Chair: Peter Johnson
Discussants: Robert Cohen

Marshall Kolin: Prospective Impact On the USPS Contribution to Institutional Cost of Competitive Mail Delivery

Vincenzo Visco Comandini and Gennaro Scarfiglieri: Postal Profits Arise Where People Are

DEMAND II
Chair: W. Ashley Lyons
Discussants: Roger Sherman

Anne Vanhems, Jean-Pierre Florens, Sarah Marcy, and Marc De Rycke: Mail’s Use by Firms

Alberto Pimenta, Ricardo Santos and Sergio Lagoa: Direct Mail in Portugal: Key Factors in its Demand

3:00 Break
6:00 Reception

7:00 Dinner & Speech: Peter T. McInenly, Q.C.
Vice President–Strategic Planning, Canada Post Corporation
9:00 After Dinner Drinks

Saturday, June 10, 2000

meetings in Conference Centre

7:00 a.m. Breakfast

8:15 - 9:15 Competition Law II
Chair: Catherine Churchard
Discussants: Gerard Power

William Kovacic: The Significance of the Microsoft Antitrust Litigation for Postal Services and Other Network Industries

Richard Eccles: Market Definition in EC Merger Control Cases Concerning Postal Services

9:15 - 10:30 USO I
Chair: William Price
Discussants: João Confraria and Jose Soarés

Michael A. Crew and Paul Kleindorfer: The Feasibility of Liberalization and the USO

Timothy Tardiff: Universal Access to Telephone Service and Implications of the USO

Virpi Palo: Liberalized Postal USO Parcel As A Part of the EU Freight Markets and its Positioning

10:30 - 11:00 Coffee Break

11:00 - 12:45 USO II
Chair: John Dolling
Discussants: Robert Reisner and David Treworgy

Cara Schwarz-Schilling: Regulation of postal markets in Germany–Main Issues

Jeffrey Colvin and Michael D. Bradley: A General Model of the Cost of Universal Service

John Panzar: A Methodology for Measuring the Costs of Universal Service Obligation

John Haldi and John Schmidt: The Universal Service Obligation–Myth and Reality

12:55 - 1:00 Concluding Remarks–Michael A. Crew
SPEAKERS, DISCUSSANTS, AND CHAIRS

Stephen Agar, Head of Company & Commercial Law, UK Post Office Legal Services
John Allen, Group Manager, Postal Services, New Zealand Post
Peter Andersson, Department of Technology and Social Change, Linköping University
Thomas Baldry, International Letter Mail & International Relations, Deutsche Post
Mats Bladh, Department of Technology and Social Change, Linköping University
Camille Q. Bradford, Vice President, Lifetime Addressing, Inc.
Michael D. Bradley, Professor of Economics, George Washington University
Mary Bundy, Director, LINX (A.T. Kearney)
Severin Cabañes, Directeur de Strategie, LaPoste
James I. Campbell, Counsel to Federal Express
Robert Campbell, Dean of Arts, Wilfred Laurier University
Catherine Cazals, Researcher, Universite des Sciences Sociales, IDEI - Institut D’Economie Industrielle
Catherine Churchard, Legal Services Director, U.K. Post Office
Robert Cohen, Director, Rates Analysis & Planning, United States Postal Rate Commission
Jeffrey Colvin, Principal Economist, Marketing Cost Analysis, United States Postal Service
João M. Confraria, Board Member, ICP - Instituto das Comunicações de Portugal
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Derek Osborn, Senior Consultant, Royal Mail
André Ouellet, P.C., Q.C., President and Chief Executive Officer, Canada Post Corporation
Virpi Palo, Project Manager-Quality and Business Development, Finland Post
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Mary Kay Perkins, Associate Professor of Economics, Howard University
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Marina Zubcic, CEO Secretariat, Österreichische Post

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The following edited books resulted from Previous Postal Conferences:


The following is a text on postal economics:


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