14th Conference on Postal and Delivery Economics

May 31 – June 3, 2006
Bern, Switzerland

Presented by
CENTER FOR RESEARCH IN REGULATED INDUSTRIES
Rutgers Business School – Newark and New Brunswick

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### Wednesday, May 31, 2006

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| 8:00   | Welcome and Introduction to Conference: Michael A. Crew & Paul R. Kleindorfer  
Dinner & Speech: Ulrich Gygi, Chief Executive Officer, Swiss Post | Salon Du Palais           |

### Thursday, June 1, 2006

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<td></td>
<td>Lawrence Fenster, Diane Monaco, Edward Pearsall, Charles Robinson &amp; Spyros Xenakis: A Hedonic Model of the Demand for U.S. Mail</td>
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<td>Matthew Harding: A Panel Data Study of Mail Demand in Advanced Economies</td>
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<td>Alessandra Fratini &amp; Fabio Filpo: USO Public Financing at the Crossroad between the Monti Package and the Forthcoming Reform of the Postal Directive</td>
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<td>Damien Geradin: Enhancing Competition in the Postal Sector: Can We Do Away with Sector-Specific Regulation?</td>
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<td>Denis Šparaš &amp; Nataša Kocjančič: Future of Terminal Dues System in EU under Directly Applicable Article 81(3) of the Treaty</td>
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<td>Discussants: Ilka Meyne &amp; Menahem Spiegel</td>
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<td>John Panzar: ‘Clean’ Mail and ‘Dirty’ Mail – Efficient Work-Sharing Discounts with Mail Heterogeneity</td>
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<td>Etienne Billette de Villemeur, Helmuth Crèmer, François Boldron, &amp; Bernard Roy: Nonlinear Pricing and Worksharing in the Postal Market</td>
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<td>Philippe De Donder, Helmuth Crèmer, Paul Dudley &amp; Frank Rodriguez: A Welfare Analysis of Price Controls with End-to-End Mail and Access Services</td>
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Thursday, June 1, 2006 (CONTINUED)

2:00 - 3:30  Concurrent Sessions

WORKSHARING  Münz
Chair: Michael F. Scanlon
Discussants: James A. Clifton, David M. Levy &
Ian D. Volner

Dennis Stoker, Janet Webster & Saadia Bukhari:
Economics of the U.S. Postal Service Alternate Access
Retail Channels

Axel Gautier: Dynamic of Entry on the Downstream
Segments of the Postal Market

Lawrence Buc, John Panzar & Sander Glick:
Expanding the Scope of Work-Sharing

3:30  Break
7:00  Reception
8:00 –  Dinner & Speech: Patrick R. Donahoe, Deputy Postmaster General, USPS  Hotel Lobby

Demands II  Salon Royal
Chair: Bernard Damiens
Discussants: John Baldwin, Jean-Philippe Ducasse, &
Gregor McGregor

Joanne McNeish: Measuring the Impact of Direct
Mail on the Brand

Kari Elkelä: Reception Channel Preferences for
Addressed Direct Marketing

Sacramento Costa & Pedro Saldanha: Letter Mail
Facing the Challenge of Electronic Communications

Friday, June 2, 2006

7:30  Breakfast
9:00 - 10:40   Concurrent Sessions

EFFICIENCY  Münz
Chair: James C. Miller III
Discussants: John Dodgson & Robert Reisner, &
Tarjei Weseth

Alan Horncastle, Emmanuel Thanassoulis, Paul
Dudley & Tom Weyman-Jones: Efficiency Analysis in
the Postal Sector

P. Smith, R. Moriarty, J. Cubbin, M. Meschi & G.
Harman: Economic Analysis of the Efficiency of Royal
Mail Units and the Implications for Regulatory Policy

Jeffrey Colvin, Michael D. Bradley & Mary K.
Perkins: Measuring Scale and Scope Economies in
Delivery

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

REGULATION  Münz
Chair: Robert W. Mitchell
Discussants: Joao Castro, Alessandra Fratini &
Anton van der Lande

Germaò Bel & Joan Calzada: Role of the Regulatory
Authorities in the Liberalization of the European Postal
Sector

Gregory Swinand: Incorporating Quality of Service
Measures into Incentive-based Pricing for Post

Joost Vantomme & Xavier Martin: The Postal Ex-
Ante Regulatory Framework in Light of the Attempt of
the European Union to Apply a Horizontal Approach

12:40  Lunch
2:00   Concurrent Sessions

DEREGULATION & COMPETITION  Salon Royal
Chair: David Williams
Discussants: Bernhard Bukovc, James Sauber, &
Michael Scott

Geoff Bickerton, Deborah Bourque & Katherine
Steinhoff: Postal Deregulation – Its Impact on Post
Office Workers and the Response of the Postal Unions

Alan Robinson & Herve Aitken: How Differences in
Labor Relations Challenges Affect Competition in
Postal and Parcel Delivery Markets

Peter Swattridge, Derek Sibley & Mark Gillespie:
Regulatory Assessment of Cost Reflectivity: Principles
Applied in Transition to Size Based Pricing
Friday, June 2, 2006 (CONTINUED)

12:40 - 2:00  Lunch  
   Salon Du Palais

2:00 - 3:30  Concurrent Session

MARKET OPENING  
Münz  
Chair: Torstein Olsen  
Discussants: Thomas Baldry, Helmut Dietl &  
Shoji Maruyama  
Xavier Ambrosini & Olaf Klargaard: From Theory to Practice – Vertical Relations in the French Postal Market  
Gonzales d’Alcantara & Bernard Amerlynck: Universal Service Provider's Strategies within a Fully Opened Postal Market  
R. Cohen, P. Jonsson, M. Robinson, S. Selander, J. Waller & S. Xenakis: The Impact of Liberalizing the Swedish Postal Market on Cost and Welfare

COST  
Salon Royal  
Chair: Ingo Willems  
Discussants: Michael Shinay, David Stubbs, & Vincenzo Visco Comandini  
John Hearn: The Implications of Full Market Opening for Cost Accounting by Universal Service Providers  
Richard Robinson, John Ward & Rupert Booth: Cost Allocation to Support the Pricing of Mail Services  
Urs Trinkner, Medhi Farsi & Massimo Filippini: The Optimal Size of Mail Delivery Units

3:30  Break

7:00  Reception  
   Hotel Lobby

8:00 - Dinner & Speech: James I. Campbell, Jr. Counsel, Sidley Austin LLP  
   Salon Du Palais

Saturday, June 3, 2006

7:00  Breakfast  
   Restaurant – La Terrasse

9:00 - 10:35  USO I  
   Salon Royal  
Chair: Pekka Leskinen  
Discussants: Kristin Bergum, Robert Campbell, & Alex Dieke  
Beat Friedli, Daniel Krähenbühl, Ole Bach Nielsen, Soren-Michael Pihl, Urs Trinkner: Consumer Preferences and Last Mile Pricing in the Postal Sector  
Jose Anson, Rudy Cuadra & Joelle Toledano: Towards New Postal Economics Paradigms for Developing Countries – What We Can Learn from the Latin American Experience  
Gennaro Scarfiglieri & Emiliano Piccinin: Assessing USO Burden Sustainability under Different Market Power Conditions

10:35 - 11:05  Coffee Break

11:05 - 12:55  USO II  
   Salon Royal  
Chair: Stephen Ferguson  
Discussants: Matthias Finger, Michael MacClancy & Sture Wallander  
Michael A. Crew & Paul R. Kleindorfer: The Welfare Effects of Innovative Approaches to the USO under Entry  
Leon Pintsov, Teresa Biasi, & Andrei Obrea: Unbundling the Mail Stream - Analysis of an Innovative Approach to USO  
François Boldron & Bernard Roy: From the Size of the Box to the Cost of Universal Service Obligation: a Cross Country Comparison

12:55 - 1:00  Concluding Remarks – Michael A. Crew

1:00  Lunch (Conference Ends)  
   Salon Du Palais
The following edited books resulted from Previous Postal Conferences:


The following is a text on postal economics:


All books are published by Springer (formerly Kluwer Academic Publishers). For information on ordering the books, please contact Springer at [www.springeronline.com](http://www.springeronline.com]

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**CRRI**

The Center for Research in Regulated Industries (CRRI), located at Rutgers University, aims to further study of regulation by research in economics, finance, and institutions. Its publications, seminars, workshops, and courses make available the latest advances to academics, managers, consultants, and regulatory commission staff. The Center has over twenty-five years of experience providing research, instruction, conferences, courses, seminars, and workshops in economics of network industries. The Center’s *Journal of Regulatory Economics* is an international scholarly bi-monthly publication intended to provide a forum for the highest quality research in regulatory economics. Other research from the Center’s programs has been published in the book series *Topics in Regulatory Economics and Policy*.

The Center for Research in Regulated Industries is pleased to be the recipient of The Hermes Award, 1992, awarded by the European Express Association.
14th Conference on Postal and Delivery Economics

REVISED May 22, 2006

SPEAKERS, DISCUSSANTS & CHAIRS

Xavier Ambrosini, Competition and Strategic Diagnostic Expert, La Poste
Jose Anson, Economist, Universal Postal Union
Thomas Baldry, Director – International Relations, Deutsche Post World Net
John Baldwin, Head of International Affairs, Communication Workers Union
Kristin Bergum, Director, Posten Norge AS
Theresa Biasl, Manager, Pitney Bowes, Inc.
Geoff A. Bickerton, Research Director, Canadian Union of Postal Workers
Francois Boldron, La Poste
Christian Bosch, Marketmind GesmbH
Michael D. Bradley, Professor of Economics, George Washington University
Lawrence G. Buc, President, SLS Consulting
Bernhard Bukove, Head of European and International Affairs, Österreichische Post AG
Joan Calzada, University of Barcelona
Donald Campbell, Counsel, Canada Post Corporation
James L. Campbell, Jr., Counsel,Sidley Austin LLP
Robert Campbell, President Designate, Mount Allison University
Isabelle Carslake, Consultant, Frontier Economics
Joao Castro, Director - Market Regulation Direction, Anacom
James A. Clifton, President, Washington Economics Consulting Group, Inc.
Robert H. Cohen, Independent Consultant
Jeffrey Colvin, Manager of Product Cost Analysis, USPS
Sacramento Costa, Economist, CTT Correios de Portugal S.A.
Julien Coulier, Universal Service Expert, Postal Regulation Department, ARCEP
Michael A. Crew, CRRI Scholar and Director – CRRI, Rutgers University
Robert Curry, Vice President Business Development NAFTA, Siemens Dematic Postal Automation, LP
Gonzales d’Alcantara, Economic Expert, d’Alcantara Economic Consulting
Bernard Damiens, Chairman of the board, PostEurop aisbl & Director, Strategic and Regulatory Affairs, La Poste/De Post
Philippe De Donder, Professor, IDEI
Etienne Billette de Villemeur, Professor of Economics, IDEI
Alex Dieke, Head of Department - Postal Services and Logistics, WIK - Wissenschaftliches Institut für Kommunikationswesen
Helmut Dietl, Professor, Universität Zürich
John Dodgson, Director, NERA Economic Consulting
Patrick R. Donahoe, Deputy Postmaster General, USPS
William J. Dowling, Consultant, WID Associates
Jean-Philippe Ducasse, Director - Global Postal Strategy, Pitney Bowes, Inc.
Paul Dudley, Head of Regulatory Economic Analysis, Royal Mail
Richard Eccles, Partner, Bird & Bird
Kari Elkelä, Development Manager, Finland Post Corporation
Jutta Fabjan, EU and Regulatory Affairs, Österreichische Post AG
Medhi Farsi, Swiss Federal Institute of Technology Zurich
Charles E. Fattore, President - Expedited Services, R.R. Donnelley Logistics
Lawrence Fenster, U.S. Postal Rate Commission
Stephen Ferguson, Assistant Secretary, An Post
Frédérique Fève, Professor, IDEI
Massimo Fillipini, Professor in Economics, University of Lugano
Fabio Filpo, Associate, O’Connor and Company, European Lawyers
Alessandra Fratini, Partner, O’Connor and Company, European Lawyers
Beat Friedli, Head of Corporate Development, Swiss Post
Axel Gautier, Core and facultés universitaires St-Louis, Brussels
Damien Geradin, Professor of Competition Law and Economics, University of Liège
David Glauber, Managing Director – Legal and Regulatory Affairs, FedEx
Stefano Gori, Pitney Bowes & University of the West of England
Ulrich Gygi, Chief Executive Officer, Swiss Post
Matthew Harding, Professor, MIT
John Hearne, Project Manager – Postal Regulation, Commission for Communications Regulation
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Paul R. Kleindorfer, Professor, University of Pennsylvania
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Nataša Kocjančič, Specialist II for Postal Regulation, Agencija za posto in elektronske komunikacije Republike
Daniel Krähenbühl, Corporate Development, Swiss Post
Joy M. Leong, Partner, Sidley Austin LLP
Pekka Leskinen, General Counsel, Finland Post Corporation
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Gennaro Scarfiglieri, Head of Core Business Strategic Marketing - Strategic Planning, Poste Italiane SpA
Derek Scully, Consultant, London Economics
### SPEAKERS, DISCUSSANTS & CHAIRS (CONTINUED)

| Sten Selander | Director, National Post and Telecom Agency |
| Michael Shinay | Associate Partner, IBM Global Business Services |
| Paul Smith | Deputy Director - Retail, Postal Services Commission |
| Denis Šparaš | Specialist II for Postal Regulation, Agencija za posto in elektronske komunikacije Republike |
| Dennis Stoker | Partner, IBM Global Business Services |
| David Stubbs | Europe Economics |
| Peter Swatridge | Financial Analyst, Postal Services Commission |
| Gregory P. Swinand | Senior Consultant - Regulatory Division, London Economics |
| Chrystal Szeto | Corporate Strategy Analyst, Pitney Bowes, Inc. |
| Urs Trinker | Swiss Post |
| Sture Wallander | Vice President, International Relations Secretariat, Posten AB |
| Tarjei Weseth | Senior Advisor, Posten Norge AS |
| Ingo Willems | Vice President, A.T. Kearney GmbH |
| David Williams | Inspector General, USPS |
| Mark van der Horst | Director EU Affairs, UPS Public Affairs International, UPS |
| Anton van der Lande | Vice President - Public Affairs International, UPS |
| Joost Vantomme | Director Regulatory Affairs, La Poste / De Post Belgium |
| Vincenzo Visco Comandini | ISIMM and University of Rome “Tor Vergata” |
| Ian D. Volner | Partner, Venable LLP |

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| David Williams | Inspector General, USPS |
The conference will be held in Bern Switzerland. The conference site is:

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3011 Bern, Switzerland   Phone: +41 (0)31 320 45 45;   Fax: +41 (0)31 311 47 43

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• A registration fee of $1,230 is payable to Rutgers University.
• Food and lodging at the Conference are not included in the registration fee. Breakfast, lunch and dinner are included in the rates for lodging. All persons that do not stay at the either the Hotel Bellevue Palace or the Hotel Bristol will be required to pay for meals separately.
• The conference fee is waived for a limited number of employees of sponsoring organizations.
• Registered participants will be provided with
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  o A CD-ROM with complete proceedings (papers and presentations) after the conference.
  o A copy of the edited volume resulting from the conference (approximately 6 months after the conference).

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