22nd Conference on Postal and Delivery Economics

June 4th – 7th, 2014
Frascati, ITALY

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

Sponsored by

Royal Mail
Poste Italiane
bpost
R.R. Donnelley & Sons Company
United Parcel Service
La Poste
Citizens Advice
CTT Correios de Portugal
Pitney Bowes
U.S. Postal Regulatory Commission
Itella Corporation
ANACOM
ARCEP
Deutsche Post DHL
FedEx Express
FTI
NERA Economic Consulting
Swiss Post
Copenhagen Economics
Oxera
Canadian Union of Postal Workers

Commission for Communications
Regulation
Venable LLP
Frontier Economics
London Economics
National Association of Letter Carriers
Accent
An Post
Communication Workers Union
Covington & Burling
BIEK
Diversified Specifics
Escher Group
K&L Gates LLP
New Zealand Post Limited
GrayHair Advisors
IBM Global Business Services
SLS Consulting, Inc.
Bird & Bird LLP
Swiss Economics

CRRI@business.rutgers.edu
www.business.rutgers.edu/CRRI
Wednesday, June 4, 2014

5:30 - 7:00 Registration
7:00 Reception, Welcome and Introduction to Conference: Michael A. Crew & Tim Brennan
8:00 Dinner & Speech: Bianca Maria Martinelli, Director for Regulatory and Public Affairs, Poste Italiane

Thursday, June 5, 2014

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

USO I  Borbone
Chair: Malcolm Shaw
Discussants: Anna Möller, Gennaro Scafiglieri
John Baldwin: Is the Provision of the USO, as Enshrined in Law, Safe in the Face of Unregulated or Lightly Regulated and Limited End-to-End Competition?
Frédéric Fustier, Lionel Janin and Racha Sahly: Potential Gains and Losses of (Partial) Lifting of Home Delivery Obligations
José M. Rodríguez, George Houpis and Christian Strobel: Welfare Impact of Changes in the Scope of the USO

NEW SERVICES  Vittorio Emanuele
Chair: Charles E. (Chuck) Fattore
Discussants: John Hearn
Jody Berenblatt: Temporal Messaging
Brody Buhler: Enabling Consumer Control
Christopher Backley, Charlie Crum, Sam Cutting, Mark Meitzen and Brad Wagner: 3D Printing – Facts, Trends, and Implications for the U.S. Postal Service

10:30 - 10:50 Coffee Break
10:50 - 12:50 Concurrent Sessions

DEMAND  Borbone
Chair: Meloria Mesch
Discussants: Vance L. Martin, Ted Pearsall
Erick L. Erickson and Arthur Fleisher III: The Price Sensitivity of Letter Demand in Japan
Chris Paterson and Vance L. Martin: Forecasting Electronic Parcel Volumes
Edward Pearsall, Lyudmila Bzhilyanskaya, Margaret Cigno: A Branching AIDS Model for Estimating U.S. Postal Price Elasticities
Philip Groves and Steven Cape: Analyzing Differences in Letter Mail Volumes across the EU Including Trends, Future Scenarios and Potential Regulatory Implications

REGULATION  Vittorio Emanuele
Chair: Rob Sheldon
Discussants: Jan Smedts, Stuart Holder, Axel Desmedt
Henrik Okholm, Anna Möller, and Bruno Basalisco: Regulatory Developments in Post and Telecommunications – A Tale of Two Industries
Leonardo Mautino, Gavin Knott and Frank Rodriguez: What is the Economic Case for Deregulation in European Postal Markets?
José M. Rodríguez and George Houpis: When will be the Time to Re-Think Postal Regulation in Europe?

12:50 - 2:10 Lunch
2:10-4:10 Concurrent Sessions

E-COMMERCE  Borbone
Chair: John Hearn
Discussants: Alberto Pimenta, Bruce Marsh, Meloria Meschi
Helmut Cremer, Claire Borsenberger, Philippe De Donder, and Denis Joran: Quality and Pricing of Delivery Services in the e-Commerce Sector
Ralf Wojtek: E-commerce – A Case for Cooperation among Providers of Postal Services
Borsenberger, Claire: The Concentration Phenomenon in e-Commerce – What’s the Role of SMEs?
José Ansón; Mauro Boffa, and Matthias Helble: A Short-Run Analysis of Exchanges Rates and International Postal Exchanges

VOLUME DECLINE  Vittorio Emanuele
Chair: Constantin Delicostopoulos
Discussants: Jeff Colvin
A. Dieke, K. Diaw, J. Young, C. Bender, and A. Niederprüm: Postal Operations and Efficiency Improvements in Europe, Dealing with Volume Decline
Kari Elkelä, Heikki Nikali and Päivi Rokkanen: Two Proactive Tools for Meeting Decreasing Mail Volumes
Heikki Nikali: Pricing to Improve Letter Profitability

4:10 Exercise Break
7:00 Reception, Dinner & Speech: Alberto Pimenta, Director of Strategic Development, CTT Correios de Portugal S.A.
Friday, June 6, 2014

7:00  Breakfast
9:00 - 10:30  Concurrent Sessions  
**USO II**  
Chair: Peter Dunn  
Discussants: Antónia Rato, Chris Rowsell, Joost Callaert  
Paul Hodgson, Malcolm Shaw, and Helen Duignan: New Zealand USO Realigned to the Digital Age  

10:30 - 10:50  Coffee Break
10:50 - 12:50  Concurrent Sessions  
**PRICING**  
Chair: Ruth Goldway  
Discussants: Bruno Basalisco, Michael Scanlon, David Levy  
Sebastien Breville, Stephane Bernard, and C.T. Weil: Price Cap Efficiency in a Decreasing and Uncertain Environment  
Michael J. Ravintzky: Postal Price Cap Regulation – Experience to Date in the United States  
Christian Jaag and Urs Trinkner: Cost Allocation Rules, Regulation and Welfare in the Postal Sector  
Gregory P. Swinand: An Econometric Approach to ‘Affordability’  

12:50 - 2:10  Lunch
2:10 - 4:10  Concurrent Sessions  
**IDENTIFYING MARKETS**  
Chair: Tim Walsh  
Discussants: Giota Chistodoulou, Tarjei Weseth  
Doris Hildebrand: E-Invoicing as the Principal Driver of Change in B2X Letter Market Definitions  
Jeffrey Colvin, Michael Bradley and Mary Perkins: Attention Rivalry and Mail  
Mark van der Horst and Joost Van Tomme: Goods vs Data, You Cannot Regulate the Movement of Goods and Data in the Same Way  
Gennaro Scarfiglieri, Marcello Cuomo, Tommaso Nardone, and Alberto Rovero: On the Measurement of Market and Intangible Benefits – the Case of Poste Italiane  

3:45  Exercise Break
7:00  Reception & Dinner
## 22nd Conference on Postal and Delivery Economics

**Saturday, June 7, 2014**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00</td>
<td>Breakfast</td>
</tr>
<tr>
<td>9:00-10:35</td>
<td><strong>Concurrent Sessions</strong></td>
</tr>
<tr>
<td></td>
<td><strong>STATE ROLE</strong></td>
</tr>
<tr>
<td></td>
<td>Chair: Antonio Nicita</td>
</tr>
<tr>
<td></td>
<td>Discussants: Jim Campbell, Christos Apostoloul</td>
</tr>
<tr>
<td></td>
<td>Alessandra Fratini: Un-notified State Aid and the Role of National Courts after the Lufthansa Judgment</td>
</tr>
<tr>
<td></td>
<td>Stefano Gori and Emiliano Piccinin: A Three-Step Approach in a Hypothetical State Aid Case</td>
</tr>
<tr>
<td></td>
<td>Timothy Brennan and Michael Crew: Developing New Business Models for the Postal Sector</td>
</tr>
<tr>
<td>10:4-11:10</td>
<td><strong>COFFEE BREAK</strong></td>
</tr>
<tr>
<td>11:10-12:20</td>
<td><strong>LEGAL</strong></td>
</tr>
<tr>
<td></td>
<td>Chair: George Kuehnbaum</td>
</tr>
<tr>
<td></td>
<td>Discussants: Pekka Leskinen, Doris Hildebrand</td>
</tr>
<tr>
<td></td>
<td>Richard Eccles: Survey of Competition Law Developments in the Postal Services Sector</td>
</tr>
<tr>
<td></td>
<td>Damien Geradin: Contemporary Regulatory Challenges in the Postal Sector – A View from the EU</td>
</tr>
<tr>
<td>12:20</td>
<td>Lunch (Conferenza Finisce)</td>
</tr>
</tbody>
</table>

### Speakers, Discussants & Chairs

<table>
<thead>
<tr>
<th>Name</th>
<th>Affiliation</th>
</tr>
</thead>
<tbody>
<tr>
<td>José Ansón</td>
<td>Economist, Universal Postal Union</td>
</tr>
<tr>
<td>Christos Apostoloul</td>
<td>Hellenic Telecommunications&amp;Post Commission (EETT)</td>
</tr>
<tr>
<td>Christopher W. Backley</td>
<td>Public Policy Analyst, USPS-OIG</td>
</tr>
<tr>
<td>Dominique Baillon</td>
<td>Director of HR performance and strategic planning, La Poste</td>
</tr>
<tr>
<td>John Baldwin</td>
<td>Head of International Affairs, Communication Workers Union UK/Ireland</td>
</tr>
<tr>
<td>Bruno Basalisco</td>
<td>Copenhagen Economics</td>
</tr>
<tr>
<td>Jody Berenblatt</td>
<td>Senior Advisor, Grayhair Advisors</td>
</tr>
<tr>
<td>Geoff Bickerton</td>
<td>Research Director, Canadian Union of Postal Workers</td>
</tr>
<tr>
<td>Francois Boldron</td>
<td>Strategy Division, Banque Postale</td>
</tr>
<tr>
<td>Claire Borsenberger</td>
<td>Economist, La Poste – European and National Regulation Division</td>
</tr>
<tr>
<td>Timothy Brennan</td>
<td>Professor of Public Policy, Department of Public Policy, University of Maryland, Baltimore County</td>
</tr>
<tr>
<td>Sebastien Breville</td>
<td>Economist, La Poste</td>
</tr>
<tr>
<td>Larry Buc</td>
<td>President, SLS Consulting, Inc</td>
</tr>
<tr>
<td>Brody Buhler</td>
<td>Global Managing Director - Postal Industry Group, Accenture</td>
</tr>
<tr>
<td>Joost Callaert</td>
<td>Senior Advisor, BIPT</td>
</tr>
<tr>
<td>Jim Campbell</td>
<td>Attorney/Consultant</td>
</tr>
<tr>
<td>Steven Cape</td>
<td>Senior Analyst, Market Intelligence, Ofcom</td>
</tr>
<tr>
<td>Giota Christodoulou</td>
<td>Regulatory Services Manager, International Post Corporation</td>
</tr>
<tr>
<td>Jeff Colvin</td>
<td>Director, USPS-OIG</td>
</tr>
<tr>
<td>Helmuth Cremer</td>
<td>Professor of Economics, IDEI Toulouse School of Economics</td>
</tr>
<tr>
<td>Michael A. Crew</td>
<td>Director and CRRI Professor of Regulatory Economics, Rutgers University</td>
</tr>
<tr>
<td>Philippe De Donder</td>
<td>Professor, IDEI</td>
</tr>
<tr>
<td>Constantin Delicostopoulos</td>
<td>Hellenic Telecommunications&amp;Post Commission (EETT)</td>
</tr>
<tr>
<td>Axel Desmedt</td>
<td>Member of the BIPT Council</td>
</tr>
<tr>
<td>Alex Dieke</td>
<td>Head of Department, WIK GmbH</td>
</tr>
<tr>
<td>Peter Dunn</td>
<td>Head of Practice, Cullen-International</td>
</tr>
<tr>
<td>Richard Eccles</td>
<td>Partner, Bird &amp; Bird LLP</td>
</tr>
<tr>
<td>Kari Elkelä</td>
<td>Research Manager, Itella Corporation</td>
</tr>
<tr>
<td>Erick Erickson</td>
<td>Professor, Metropolitan State University of Denver</td>
</tr>
<tr>
<td>Charles E. Fattore</td>
<td>President, R.R. Donnelley Logistics</td>
</tr>
<tr>
<td>Alessandra Fratini</td>
<td>Partner, FratiniVergano - European Lawyers</td>
</tr>
<tr>
<td>Frédéric Fuster</td>
<td>Director of the Postal Regulation Division, ARCEP</td>
</tr>
<tr>
<td>Damien Geradin</td>
<td>Professor of competition law &amp; economics, Tilburg University; partner, Covington &amp; Burling, Brussels</td>
</tr>
<tr>
<td>Pekka Leskinen</td>
<td>Professor of Economics, University of Brussels (VUB) &amp; Managing Partner, European Economic &amp; Marketing Consultants</td>
</tr>
<tr>
<td>Joakim Levin</td>
<td>Expert Adviser, Swedish Post and Telecom Authority</td>
</tr>
<tr>
<td>David M. Levy</td>
<td>Partner, Venable LLP</td>
</tr>
<tr>
<td>Martin Maegli</td>
<td>Head of Regulation, Swiss Post</td>
</tr>
<tr>
<td>Bruce Marsh</td>
<td>Deputy Assistant Inspector General, USPS-OIG</td>
</tr>
<tr>
<td>Vance L. Martin</td>
<td>Chair in Econometrics, University of Melbourne</td>
</tr>
<tr>
<td>Leonardo Mautino</td>
<td>Managing Consultant, Oxera</td>
</tr>
<tr>
<td>Margaux Meidinger</td>
<td>Project Manager International HR Affairs, La Poste</td>
</tr>
<tr>
<td>Meloria Meschi</td>
<td>Director, FTI</td>
</tr>
<tr>
<td>Maria Moloney</td>
<td>Head of Research, Escher Group Ltd.</td>
</tr>
<tr>
<td>Anna Möller</td>
<td>Senior Economist, Copenhagen Economics</td>
</tr>
<tr>
<td>Antonio Nicita</td>
<td>Expert Adviser, Swedish Post and Telecom Authority</td>
</tr>
<tr>
<td>Henric B. Okholm</td>
<td>Head of Stockholm Branch &amp; Partner, Copenhagen Economics</td>
</tr>
<tr>
<td>Grazeme O’Meara</td>
<td>Economics Consultant, London Economics</td>
</tr>
</tbody>
</table>
22nd Conference on Postal and Delivery Economics

Carla Pace, Senior Postal Analyst, Cullen-International
Chris Paterson, Director, Diversified Specifics
Edward Pearsall, Consultant
Mary Kay Perkins, Associate Professor, Howard University
Alberto Pimenta, Director of Strategic Development, CTT Correios de Portugal S.A.
Antónia Rato, Director of Regulatory Issues, CTT Correios de Portugal S.A.
Michael Ravnitzky, Chief Counsel to the Chairman, U.S. Postal Regulatory Commission
Matthew Robinson, Manager, Special Studies, U.S. Postal Regulatory Commission
Frank Rodriguez, Associate, Oxera
José María Rodríguez, Frontier Economics
Päivi Rokkanen, Senior Legal Counsel, Itella Corporation
Alain Roset, La Poste
Chris Rowell, Competition Policy Director, Ofcom
Bernard Roy, Director of Strategy, La Banque Postale
James W. Sauber, Chief of Staff, National Association of Letter Carriers
Michael F. Scanlon, Partner, K&L Gates LLP
Gennaro Scarfiglieri, Head of Core Business Strategic Marketing – Strategic Planning, Poste Italiane SpA
Malcolm Shaw, Group General Counsel, New Zealand Post Group
Caroline Sheedy, Senior Researcher, Escher Group Ltd
Rob Sheldon, Managing Director, Accent
Jan Smedts, Chief Economist, bpost
Helen Smith, Consultant, NERA Economic Consulting
Soterios Soteri, Head of Economic Forecasting, Royal Mail
Katherine Steinhoff, Research Communications Specialist, Canadian Union of Postal Workers
Ian Streule, Senior Manager, Analysis Mason

ORGANIZING COMMITTEE

John Baldwin, Head of International Affairs, Communication Workers Union UK/Ireland
Geoff A. Bickerton, Research Director, Canadian Union of Postal Workers Ireland and UK
Timothy Brennan, Professor of Public Policy, Department of Public Policy, University of Maryland, Baltimore County
Larry Buc, President, SLS Consulting, Inc.
Philip Burns, Director, Frontier Economics
James L. Campbell, Office of James L. Campbell Jr.
João Castro, Director of Studies and Forecast, Anacom
Margaret Cigno, Director-Rates Analysis & Planning, US Postal Regulatory Commission
Michael A. Crew, CRRI Professor of Regulatory Economics
Bernard Damiens, Director Regulatory, International & Strategic Affairs, bpost
Richard Eccles, Partner, Bird & Bird LLP
Colm Farrelly, Regulatory and International Affairs Manager, An Post
Charles E. Fattore, President, R.R. Donnelley Logistics
John Fletcher, Director, KPMG London
Frédéric Fustier, Director of the Postal Regulation Division, ARCEP
Damien Geradin, Professor of competition law & economics, Tilburg University; Partner, Covington and Burling
Herbert Götz, Director Marketing, International Post Cooperation
Stefano Gori, Poste Italiane SpA & University of the West of England
Robert Hammond, Director of Postal Policy and Regulation, Citizens Advice
John Hearns, formerly ComReg
Paul Hodgson, New Zealand Post
Stuart Holder, Associate Director, NERA Economic Consulting
George Houpis, Director, Frontier Economics

Gregory Swinand, Divisional Director, London Economics
Urs Trinkner, Managing Partner, Swiss Economics, & Lecturer, University of Zürich
Mark van der Horst, Director EU Affairs, UPS Europe NV/SA
Vincenzo Visco-Comandini, Professor in Industrial Economics, University of Rome Tor Vergata
Tarjei Weseth, Senior Advisor, Posten Norge
Tim Walsh, Vice President Corporate and Regulatory Affairs, Pitney Bowes Inc
Ralf Wojtek, Rechtsanwalt, Heuking Kuhn Luer Wojtek

Revised – June 12, 2014
POSTAL AND DELIVERY ECONOMICS PUBLICATIONS

The following edited books resulted from previous CRRI Postal Events:

- Heightening Competition in the Postal and Delivery Sector, edited by M.A. Crew and P.R. Kleindorfer, Edward Elgar, 2009
- Competition and Regulation in the Postal and Delivery Sector, edited by M.A. Crew and P.R. Kleindorfer, Edward Elgar, 2008
- Liberalization of the Postal and Delivery Sector, edited by M.A. Crew and P.R. Kleindorfer, Edward Elgar, 2007
- Progress toward Liberalization of the Postal and Delivery Sector, edited by M.A. Crew and P.R. Kleindorfer, Springer, 2006

The following are texts on postal economics:


These books are published by Springer (formerly Kluwer) and Edward Elgar. For information on ordering the books is available at either www.springeronline.com or http://www.e-elgar.co.uk/.

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 thirty-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. CRRI was the recipient of The Hermes Award, 1992, awarded by the European Express Association.

CONFERENCE STAFF

Professor Michael A. Crew, Conference Co-Chair
Director and CRRI Professor of Regulatory Economics
Center for Research in Regulated Industries
Rutgers University
1 Washington Park, Room 1104
Newark, NJ 07102-1897, USA
Telephone: 973-353-5049 (Office); 973-353-1348 (fax)
Michael A. Crew: 908-221-0524 (Home)
Email: mcrew@business.rutgers.edu
CRRI@business.rutgers.edu (CRRI Administrative Asst)

Professor Timothy Brennan, Conference Co-Chair
Professor of Public Policy,
Department of Public Policy
University of Maryland, Baltimore County
Email: Brennan@umbc.edu
The conference will be held in Frascati, Italy. The conference site is:

Grand Hotel Villa Tuscolana, Frascati, Italy

**Accommodation Rates**

Double/Twin room **€264 per day**, Single **€187 per day**, includes VAT, breakfast, lunch and dinner

The European plan runs from €110 for the single and €132 for the double / twin. This plan includes VAT and breakfast ONLY. For the duration of the Conference, June 4-7, the American plan applies. The European plan applies for any stays before and after the Conference.

**Please contact reservations for all bedroom booking:**

Tel: (+39) 06 942 900  Fax: (+39) 06 942 4747
Email: pde_reservations@villatuscolana.com
Web: www.villatuscolana.eu

Please quote “CRRI-Rutgers” for above special rate.

Booking form will be available on CRRI’s Website shortly

**Please note that it is a bank holiday weekend so booking early is necessary to avoid disappointment**

Please make your reservations only through the hotel and not through reservation services/travel agencies. The Conference rates including VAT. The deadline for reservations is April 23, 2014.

Cancellation: Terms to be provided. When booking is made full pre-payment is required, credit card details must be giving for all bookings.

**Fees and Expenses**

- A registration fee of $1,550 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 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
  - Online access to the conference proceedings
  - A copy of the edited volume resulting from the conference (approximately 7 months after the conference).

Please forward the Registration Form to

Center for Research in Regulated Industries, Rutgers University
1 Washington Park, Room 1104, Newark, NJ 07102-1897, USA
Phone: 973-353-5761  Fax: 973-353-1348  Email: crri@business.rutgers.edu

---

**REGISTRATION FORM: 22nd Conference on Postal and Delivery Economics**

<table>
<thead>
<tr>
<th>Name:</th>
<th>Title:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Organization:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Complete Address:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Telephone:</th>
<th>Fax:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Email:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

**Billing Information:**

___ Employee of sponsoring organization—fee may be waived

___ Payment of $1,550 enclosed in U.S. Dollars payable to Rutgers University

___ Credit Card: ___ VISA ___ MC  Exp. ___/____  3 Digit CVC code ______

Card #_______________________________________

Send invoice to___________________________________________________________

**Cancellation Policy:** Until **April 24, 2014** cancellation is allowed (except for speakers, chairs, and discussants) without penalty and refunds will be provided in full. After this date, the indicated fee is due in full whether or not the participant actually attends. Substitutions may be made at any time.

Signature of Participant: ________________________________________________