CONFERECE ORGANIZERS

Professor Michael A. Crew, Professor, Center for Research in Regulated Industries,
Graduate School of Management, Rutgers University
Paul R. Kleindorfer, Professor, The Wharton School, University of Pennsylvania
Paul Richards, Economic Advisor, Corporate Planning Department, Post Office

SPEAKERS/DISCUSSIONS/CHAIRS

Thomas A. Abbott, III, Assistant Professor, Graduate School of Management, Rutgers
University
Robert Albon, Professor, Department of Economics, Australian National University
James L. Campbell, Jr., Esq., Special Counsel—Postal Affairs, International Express
Carriers Conference
John Carpenter, Director of Studies, Post Office Management College
Jim Cotton-Betteridge, Commercial Manager, Royal Mail International, Post Office
Martin Daunton, Professor, Department of History, University College London
David de Meza, Professor, Department of Economics, University of Exeter
Sir Ron Dearing, Former Chairman, U.K. Post Office
Ian M. Dobbs, Professor, Department of Economics, University of Newcastle Upon Tyne
Saul Estrin, Professor, London School of Economics
Michael Ferrieman, Assistant Professor, Graduate School of Management, Rutgers
University
Tony Gammons, Exhibitions Officer, KEB
John Haldi, President, Haldi Associates, Inc.
Norman Ireland, Professor, Economics Department, University of Warwick
J.R. Norsworthy, Professor, Department of Economics, Rensselaer Polytechnic Institute
John Panzar, Professor, Department of Economics, Northwestern University
Robert Pike, Professor, Queen's University
Ian Ray, Head of Operational Research, Post Office
Frank Rodriguez, Senior Economist, Post Office
Charles Rowley, Professor, Center for Study of Public Choice, George Mason University
Frank A. Scott, Jr., Associate Professor, Department of Economics, University of
Kentucky
Roger Sherman, Professor, Department of Economics, University of Virginia
Marc A. Smith, Senior Economist, US Postal Service
Ian Steele, Marketing Information Manager, Post Office
Ulrich Stumptf, Economist, Wissenschaftliches Institut fur Kommunikationsdienste
Roger Tabor, Director—Corporate Planning, Post Office
Elmer Toine, Group Manager—Marketing, New Zealand Post
Fernando Teledano, Head of Division, Space and Regional Telecommunications and
Postal Services
David Treverogy, Staff Consultant, Price Waterhouse
Michael L. Wachter, Professor, Economics Department, University of Pennsylvania
James A. Waddell, Partner, Price Waterhouse
Michael Watersor, Professor, Department of Economics, University of Reading

The Rutgers University, Graduate School of Management,
Center for Research in Regulated Industries,
The University of Pennsylvania, Wharton School,
Huntsman Center for Global Competition,
The U.K. Post Office, and
The International Express Carriers Conference

present

COMPETITION AND INNOVATION IN
POSTAL SERVICES:
Conference in Honor of Sir Rowland Hill and
the 150th Anniversary of the Penny Post

UPDATED PROGRAM!

July 22-25, 1990

Coton House—The Post Office Management College
Rugby, England

For more information:
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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 re-
search in regulatory economics.
COMPETITION AND INNOVATION IN POSTAL SERVICES:

Sunday, July 22, 1990
6:00 p.m. Reception
7:00 Dinner
Welcome and Introduction to Conference
Michael A. Crew, Paul R. Kleindorfer, Paul Richards, and Roger Tabor
The Life and Times of Rowland Hill
Slide Show and Talk: Tony Gammons

Monday, July 23, 1990
7:30 a.m. Breakfast
9:00 - 10:00 Chair: Michael A. Crew
Is Postal Service a Natural Monopoly?
Speaker: John C. Panzar
Discussant: Michael Waterson
10:00 - 10:15 Coffee Break
10:15 - 12:00 Chair: Robert Pike
Competition in Postal Service
Speaker: Roger Sherman
Discussant: Michael Frierman
The Economics of Rowland Hill
Speakers: Michael Crew and Paul Kleindorfer
Discussant: Martin Daunton
12:00 - 1:30 Lunch
1:30 - 3:30 Chair: Marc A. Smith
Competition and Entry in Postal Markets
Speakers: Paul Richards and Ian Dobbs
Discussant: Norman Ireland
Post Office’s Statutory Monopoly
Speakers: Saul Estrin and David de Meza
Discussant: Charles Rowley
3:30 Break
4:00 - 5:00 Introduction to Mechanized Sorting in the Post Office
Speaker: John Carpenter
Interactive Computer Simulation of Sorting Office Operation
5:00 - 5:30 Perspectives of a European Postal Policy
Speaker: Fernando Toledano
5:30 - 6:00 Snack
6:00 - 9:30 Tours of Sorting Offices
9:30 Late Supper and Drinks

Tuesday, July 24, 1990
7:30 a.m. Breakfast
9:00 - 11:00 Chair: Paul R. Kleindorfer
Commercial and Regulatory Developments in Postal Services:
The Private Carrier Viewpoint
Speaker: James Campbell
Discussant: Roger Tabor

Postal Newspaper Delivery and Diversity of Opinions
Speaker: Ulrich Stumpf
Discussant: Frank Scott
11:00 - 11:20 Coffee Break
11:20 - 12:20 Chair: Ian Reay
Peak Loads and Postal Service
Speakers: Michael A. Crew and Paul R. Kleindorfer
Discussant: David de Meza
12:20 - 2:00 Lunch
2:00 - 3:00 Chair: Roger Tabor
Postal Rate Making in Different Countries
Speaker: Robert Albon
Discussant: John Haldi
3:00 - 3:20 Coffee Break
3:20 - 4:20 Chair: Jim Cotton-Betteridge
Postal Service and LDC’s
Speakers: James Waddell and David Treworgy
Discussant: Robert Pike
4:20 - 6:00 Break
6:00 Reception, Dinner & Speech
Sir Ron Dearing

Wednesday, July 25, 1990
7:30 a.m. Breakfast
9:00 - 11:00 Chair: Paul Richards
Economic Issues in Evaluating Postal Wages
Speaker: Michael Wachter (Jeffrey Perloff, co-author)
Discussant: Frank Rodriguez
Productivity in the United States Postal Service
Speaker: Randy Norsworthy
Discussant: Thomas Abbott
11:00 - 11:15 Coffee
11:15 - 12:30 Chair: Michael A. Crew
Competitive Strategy for the New Zealand Post
Speaker: Elmar Toime
Discussant: Ian Steele
Brief Discussion and Review of Conference
Introduced by Michael A. Crew and Paul R. Kleindorfer
12:30 Lunch
2:00 Conference Ends