Organizing Committee

Tori 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,  
**Workshop Administrator**

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Philadelphia, PA 19104, U.S.A.

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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, 1992
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 Haldin
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
Coffee Break
11:00 - 11:20  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
Lunch
12:30 - 2:00
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 Coloso: How Contactable?
Reception
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: Joelle 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
12:15 - 12:20  Concluding Remarks —Michael A. Crew
12:20  Lunch
2:00  Conference Ends
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
Helmut 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, European 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