THE EVOLVING STRUCTURE OF POSTAL AND DELIVERY INDUSTRIES

June 11-14, 1997
Helsingør, Denmark

SPONSORED BY
University of Pennsylvania, Wharton School—Center for Risk Management and Decision Processes
U.K. Post Office
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United States Postal Rate Commission
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THE EVOLVING STRUCTURE OF POSTAL AND DELIVERY INDUSTRIES

Wednesday, June 11, 1997

5:00 - 6:00 pm  Registration
6:00  Reception—Hosted by Price Waterhouse
       World Postal Industry Group
7:00  Welcome and Introduction to Conference
       Michael A. Crew and Paul R. Kleindorfer
Dinner & Speech: Palle Juliussen,
       Chief Personnel and Planning Executive,
       Post Danmark
9:00  After Dinner Drinks

Thursday, June 12, 1997

7:30 a.m.  Breakfast
9:00 - 10:30  LEGAL ISSUES
       Chair: Oluf Ralldorf
       Discussants: Mario Dunn, Per Forsberg, and Pekka Leskinen
Stephen Agar and Ian Reay: Postal
Regulation and EU Competition Law
Catherine Chuchard, and Françoise
Blum: The Postal Network: Essential
Facility or Commercial Asset?
William E. Kovacic: Postal Services
Regulatory Reform in Transitional
Economies
10:30 - 10:50  Coffee Break
10:50 - 12:20  REFORM I
       Chair: Michael A. Crew
       Discussants: Jean-Paul Forceville and
       John C. Panzar
Robert G. Taub: Postal Reform in the
United States: A New Paradigm
James I. Campbell: U.S. Postal Reform:
a Competitor’s View
Nigel Attenborough and Jonathan
Sandbach: Employment Effects of
Liberalizing Direct and Cross-Border Mail
Axel Kirmess: Postal Reform in
Germany
12:20 - 1:45  Lunch
1:45 - 3:15  REFORM II
       Chair: Nancy Staisey
Mary E. Bundy: An Examination of the
Canada Post Mandate Review
David Treworgy, Thomas Sharkey,
David Fronk & Michael Kehoe:
Regulation and Reform of Postal
Administration: An Informational
Comparison and Assessment
Commentary: John Allen
3:15  Break
6:00  Reception

7:00  Dinner & Speech: Ian Bourne, Senior Vice
       President and CFO, Canada Post
       After Dinner Drinks

Friday, June 13, 1997

7:30 a.m.  Breakfast
9:00 - 10:30  DEMAND ANALYSIS
       Chair: Börje Spong
       Discussants: Hansje Huson and
       Heikki Nikali
John Nankervis and Frank Rodriguez:
How Important Have Price and Quality
of Service Been to Mail Volume Growth?
Ikuo Izutsu and Ichisa Yanaura: The
Summary of the Study on Replacement
of Letter Mail Services by
Telecommunications Services in Japan
REGULATION
       Chair: Edward J. Gleiman
       Discussants: Nancy Sparks, David
       Storer, and Tim Walsh
Bernard Roy and Joelle Toledano:
Terminal Dues and Market Structure:
the Contribution of Economic Analysis
Monika Plum: Is there a need for
sector-specific regulation in liberalized
postal markets?
       Coffee Break
       Concurrent Sessions
COST ANALYSIS
       Chair: Peter Johnson
       Discussants: Donald O’Hara, Roger
       Sherman, and Anton van der Lande
Michael D. Bradley and Jeffrey Colvin:
More than Kin or Less than Kind?
Aggregating the Components of Postal
Costs
Rodney Maddock: Some Evidence on
the Economics of Local Delivery for Maa
Jean-Pierre Florens, Cathy Cazals, and
Marc DeRycke: Regrouping of Post
Offices: Econometric Valuation and
Efficiency Measurement
STRATEGIC ISSUES
       Chair: Jens Nielsen
       Discussants: Thomas Baldry, Leon
       Pintsov, and Alan Robinson
Tapio Liikanen: Scenarios as a Means
of Strategic Management of Finland Post
Herbert Gilbert and Mary K. Perkins:
Should Postal Operators Play in the
Cyber-Mart?
12:20 - 1:45 Lunch
1:45 - 3:15 ENTRY-ACCESS
Chair: John Dolling
Discussants: John Haldi
Robert Cohen, Ed Chu, William Ferguson, John Waller, and Spyros Xenakis: Cream Skimming Potential in the United States Postal System
Marshall Kolin and Edward S. Smith: Profitability of Mail Delivered on Rural Routes

3:15 Break
6:30 Reception
7:30 Dinner & Speech: William Henderson, Chief Operating Officer, United States Postal Service
9:30 After Dinner Drinks

Saturday, June 14, 1997
7:30 a.m. Breakfast
9:00 - 10:30 UNIVERSAL SERVICE I
Chair: John Reynolds
Discussants: Sture Wallander
Michael A. Crew and Paul R. Kleindorfer: Efficient Entry, Monopoly and the Universal Service Obligation in Postal Service
Jens Nielsen, Rainer Nitsche, and Christian Kofod-Enevoldsen: Universal Service Obligation in the European Postal Sector-The Case of Denmark
David A. Rawnsley and Nomi Lazar: Managing the Universal Service Obligation
10:30 - 10:50 Coffee Break
10:50 - 11:50 UNIVERSAL SERVICE II
Chair: Bill R. Price
Discussants: Eric Merkel-Sobotta and John C. Panzar
Virpi Palo: A Comparative Study on Services of General Interest in the EU: Universal Postal Services and the Network
Ulrich Stumpf: The EU Framework for Ensuring Universal in Telecommunications: Lessons for the Postal Sector
11:50 - 12:30 CONCLUDING PANEL DISCUSSION—Regulation of Postal Service and Competition
Chair: Michael A. Crew
Panelists: James I. Campbell, John C. Panzar, Roger Sherman, and Joelle Toledano
12:30 - 12:35 Concluding Remarks —Michael A. Crew
12:35 - 2:00 Lunch (Conference Ends)
2:00 Conference Ends

ORGANIZING COMMITTEE
John Allen (New Zealand Post)
Thomas Baldry (Deutsche Post-AG)
James Campbell (IECC)
Robert Cohen (U.S. Postal Rate Comm.)
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FEES AND EXPENSES
- A registration fee of $810 is payable to the Center for Research in Regulated Industries.
- The charge for food and lodging for the duration of the Conference is approximately 3,095 DKK.
- The conference fee is waived for a limited number of employees of sponsoring organizations.

CONFERENCE STAFF
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C.R.R.I.
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 regulators. The Center's Journal of Regulatory Economics is an international scholarly bi-monthly 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.
Application Form for:
THE EVOLVING STRUCTURE OF
POSTAL AND DELIVERY
INDUSTRIES
Helsingor, Denmark
June 11-14, 1997

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TITLE ____________________________

COMPANY ____________________________

ADDRESS ____________________________

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Billing Information:
☐ Employee of sponsoring organization*—fee waived.
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Until April 15, 1997 refunds will be allowed in full. After this date the conference fee is due in full whether or not the participant actually attends the conference. Substitutions may be made at any time.

Signature of Participant: ____________________________

Please return completed application form by April 15, 1997*** to:
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* Sponsorship must be paid for 1997.
** Make check in U.S. funds payable to "Rutgers University." Credit cards are not acceptable for payment of conference fees.
*** Space is highly limited. Early application is advised.