Sixth Conference on Postal and Delivery Economics:

EMERGING COMPETITION IN THE POSTAL AND DELIVERY SECTORS

June 17-20, 1998
Montreux, Switzerland

THE STATE UNIVERSITY OF NEW JERSEY
RUTGERS

Presented by
CENTER FOR RESEARCH IN REGULATED INDUSTRIES
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- Finland Ministry
Wednesday, June 17, 1998

5:00 - 6:00 pm Registration
6:00 Reception
7:00 Welcome and Introduction to Conference:
   Michael A. Crew and Paul R. Kleindorfer
   Dinner & Speech: Jean-Noël Rey
   Chief Executive Officer, Swiss Post
9:00 After Dinner Drinks

Thursday, June 18, 1998

7:30 a.m. Breakfast
9:00 - 10:40 REGULATION I
   Chair: John Dolling
   Discussants: Hugues Calvet, Kenneth Churchill, and Nancy Ody
   Matthias Finger and Colette Friedli:
   The New Swiss Postal Law—Is It Worth the Monopoly Protection?
   Robert G. Taub: Postal Reform in the U.S.: Major Changes Proposed
   Eric Merkel-Sobotta: Modest Steps in the Right Direction: Comparisons and Complements to the EU Postal Directive and Notice
10:40 - 11:00 Coffee Break
11:00 - 12:40 REGULATION II
   Chair: Nancy Sparks
   Discussants: Andrew German, Roger Sherman, and Anton van der Lande
   Michael A. Crew and Paul R. Kleindorfer: Governance Structures For Postal Service With Competitive Entry
   Catherine Gallet: Authorization Procedures in the Postal Sector
   Robert Mitchell: Worksharing Discounts in Postal Services
12:40 - 2:00 Lunch
2:00 - 3:15 EMERGING REGULATORY CHALLENGES
   Chair: Oluf Raldorf
   Discussants: Robert Cohen and Nancy Staisey
   David A. Rawnsley and Alan Robinson:
   The Postal Industry-Economic Enabler or Economic Driver
   Rene Van Diepen and David Armstrong: An Examination of the South Africa Post Office and its Progression to Commercialization
3:15 Break
6:00 Reception
7:00 Dinner
9:00 After Dinner Drinks

Friday, June 19, 1998

7:30 a.m. Breakfast
9:00 - 10:40 Concurrent Sessions
   DEMAND ANALYSIS
   Chair: Bill R. Price
   Discussants: Catherine Cazals and Phillipa Marks
   Derek W. Bunn and Adrian King:
   Forecasting the Swedish Postal Market by Disaggregation and Judgmental Decomposition
   Heikki Nikali: The Future of Targeted Communication
   Alberto Pimenta and Patricia Ferreira:
   Demand for Letters in Portugal
   JOINT VENTURES
   Chair: William T. Johnstone
   Discussants: Stephen Agar and Lorraine M. Cote
   William E. Kovacic: Joint Ventures and Strategic Alliances
   Pekka Leskinen: Nordpack Joint Venture Between Nordic Posts and Competition Law
   10:40 - 11:00 Coffee Break
   Concurrent Sessions
   COST I
   Chair: Peter Johnson
   Discussants: Jean-Pierre Florens, Donald O’Hara, and Börje Spong
   Michael Bradley and Jeffrey Colvin:
   Technical Change and Efficiency in Mail Processing
   Ikuo Izutsu, Jiro Nemoto, Chieko Tsunoda, and Tetsuo Wada:
   An Empirical Analysis of Scale Economies, Scope Economies & Cost Subadditivity in Japanese Postal Services
   William M. Takis, Michael Bradley, Christopher Brehm, and Jeffrey Colvin:
   Empirical Estimation of Incremental Costs for the U.S. Markets
   INTERNATIONAL
   Chair: Mary S. Elcano
   Discussants: Thomas Baldry and David Trewhgory
   James I. Campbell: International Postal Systems and the Evolution of International Trade Law
Saturday, June 20, 1998

7:30 a.m. Breakfast
9:00 - 10:40 TRANSACTIONS COST
   Chair: Herbert Gilbert
   Discussants: Matti Linnoskivi and Sture Wallander
   Leon A. Pintsov: Economics of Postage Payment and Mailer-post Interface
   Tetsuo Wada and Jackson Nickerson: Proprietary Digital Networks and the Scope of the Firm: The Case of International Courier Services
   John Haldi: Transactions Costs of Alternative Postage Evidencing Systems
10:40 - 11:00 Coffee Break
11:00 - 12:40 UNIVERSAL SERVICE
   Chair: Séverin Cabannes
   Discussants: Cameron Kashani, Ian Reay, and Vincenzo Visco Comandini
   Virpi Palo: Postal Services & Other Services of General Interest and Their Network
   Frank Rodriguez, David Storer, and Stephen Smith: Estimating the Costs of the USO in Posts
Mary Bundy and Nomi Lazar: Uniform Price Versus Afforable Price-What Does the Universal Service Obligation Demand?
Concluding Remarks —Michael A. Crew
12:40 - 12:45 Lunch (Conference Ends)
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