Members Attending

Thomas A. Abbott III, Rutgers University
Francoise Arnal, French Ministry of Posts and Telecommunications
Toru Azumi, Institute for Posts & Telecommunications Policy
James Campbell, International Express Carriers Conference
Janie Chemak, Naval Post-Graduate School
Jeff Colvin, United States Postal Service
Michael Crew, Rutgers University
R. Richard Geddes, Fordham University
Jeanne Golay, U.K. Post Office
George Hall, Putnam, Hayes, and Bartlett, Inc.
Frank R. Hesselt, United States Postal Service
Wyn Jones, Coopers-Lybrand
Paul Kleindorfer, University of Pennsylvania
Peter Knauth, Bundesministerium für Post & Telekommunikation
William E. Kovacic, George Mason University
Susanne Meier, Deutsche Bundespost-POSTDienst
Leonard Meriwitz, Postal Rate Commission
Werner Neu, WIK
Karl-Heinz Neumann, WIK
Heikki Nikkilä, Finland Posts
John Panzar, Northwestern University
Robert Patrick, Electric Power Research Institute/Stanford University
Frank Pieper, WIK
Ian Reay, Royal Mail
Paul Richards, European Commission
James Rogers, United Parcel Service
Cathy Rogerson, United States Postal Service
Jacques Salais, La Poste
Lee Schmidt, United Parcel Service
Roger Sherman, University of Virginia
Wolfgang Speckhaoer, Deutsche Bundespost Postdienst
David Storor, Coopers-Lybrand
Ulrich Stumpf, WIK
David Truwong, Price Waterhouse
Aapin van der Lande, United Parcel Service
Anne Westlund, Sweden Post
Saeed Zakeri, University of Tel Aviv

C.R.R.I.
Center for Research in Regulated Industries

The Rutgers University, Graduate School of Management,
Center for Research in Regulated Industries,
Wissenschaftliches Institut für Kommunikationsdienste
The University of Pennsylvania, Wharton School,
Center for Risk Management & Decision Processes
The British Post Office—Royal Mail
European Express Organization
La Poste
The United States Postal Service
Sweden Post
The United States Postal Rate Commission
Finland Post
Price Waterhouse
Coopers-Lybrand
Ministere de l’Industrie, des Postes et Télécommunications

THE WORKSHOP ON
POSTAL AND DELIVERY ECONOMICS

June 23-26, 1993
Schloss-Hotel Dauner Burg
Daun, Germany

Wissenschaftliches Institut für Kommunikationsdienste (WIK) specializes in research
of telecommunication and postal services. Its aim is to create a forum for scientific debate
and policy in those areas. The Institute is sponsored by the German Ministry of Posts and Telecommunications as well as the enterprises of the Deutsche Bundespost.

The Center for Research in Regulated Industries aims to further the study of regulations
in economics, finance, and institutions. Its publications, seminars, workshops, and conferences are available the latest advances to academics, managers, and regulatory commission staff. The Journal of Regulatory Economics is an international scholarly quarterly intended to provide the highest quality research in regulatory economics.

The Center for Research in Regulated Industries is pleased to be the recipient
of the Harman Award, 1992, awarded by the European Express Organization.
Wednesday, June 23, 1993
17:30  Registration
18:00-19:00  Reception and Welcome
Welcome to Workshop—Karl-Heinz Neumann
Overview of Workshop—Michael A. Crew & Paul R. Kleindorfer
19:00-21:00  Dinner & Speech: Klaus Zumwinkel, Chairman and Chief Executive,
               Deutsche Bundespost Postdienst
21:00  After Dinner Drinks

Thursday, June 24, 1993
8:30-10:05  Breakfast
Michael A. Crew and Paul R. Kleindorfer: Primer on Economics of
Postal Service
10:05-10:25  Coffee Break
10:25-12:25  Chair: Michael A. Crew
Discusants: Jacques Salais and Ulrich Stumpf
James Campbell: Green Paper Issues: Regulation and Liberalization
12:25-13:40  Lunch
13:40-15:15  Chair: Leonard Merewitz
Discusants: Jeanne Golay and David Storer
Jeff Colvin and Cathy Rogerson: Partial Regulation in Postal
Services: Problems and Prospects
Walpurga Speckbacher: Price Caps for Postal Service
15:15-18:00  Break
18:00-19:00  Reception
19:00-21:00  Dinner & Speech: Frank R. Heseltine
21:00  After Dinner Drinks

Friday, June 25, 1993
8:30-10:15  Breakfast
Chair: Werner Neu
Discusants: Robert Patrick and Paul Richards
John Panzar: Using USPS Cost Accounting Data for Pricing Decisions
and Cross-Subsidy Calculations
R. Richard Geddes: Pricing in a Public and Private Post
10:15-10:35  Coffee Break
10:35-12:35  Chair: Paul R. Kleindorfer
Discusants: Thomas A. Abbott, Janie Chermak and George Hall
Toru Azumi: The Structure of the Postal Demand and the Method to
Forecast It
Heikki Nikali: Summary of Study on Demand of Postal Services
Jacob Zahuvi: On Determining the Postal Rates for Third Class
Mailing in the Database Marketing Industry
12:35-13:45  Lunch
13:45-18:00  Break
18:00-19:00  Reception
19:00-21:00  Dinner & Presentation:
Michael A. Crew, Paul R. Kleindorfer, and Toru Azumi: The
Center’s Programs and the Postal Program for 1994
21:00  After Dinner Drinks

Saturday, June 26, 1993
8:30-10:15  Breakfast
Chair: James Rogers
Discusants Jacques Salais
Ian Reay and Paul Richards: Network Bypass and Postal
Liberalization in the Context of the Universal Service Provision
Frank Pieper and Ulrich Stumpf: Liberalization of Addressed
Advertising Mail and Universal Service
10:15-10:35  Coffee Break
10:35-12:25  Chair: Michael A. Crew
Discusants: Wyn Jones and Sture Wallander
Roger Sherman: The Purpose of Postal Pricing
William Kovacic: Predation in Postal and Delivery Services
12:25-1:45  Lunch

Sponsors
- Center for Research in Regulated Industries (CRRI), Graduate School of Management,
  Rutgers University
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Organizing Committee
- James Campbell, International Express Carriers Conference
- Michael Crew, Rutgers University
- Paul Kleindorfer, University of Pennsylvania
- Werner Neu, WIK
- Ian Reay, Royal Mail
- Paul Richards, European Commission
- Ulrich Stumpf, WIK