WORKSHOP IN POSTAL AND DELIVERY SERVICES
Naantali Hotel, Naantali, Finland—June 7-10, 1995

Fees and Expenses
- A registration fee of $750 is payable to the Center for Research in Regulated Industries.
- The charge for food and lodging for the duration of the Conference is FIM 1,755 double/FIM 2,265 single, per person.
- The workshop fee is waived for a limited number of employees of sponsoring organizations.

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Organizing Committee
James Campbell (IECC)
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Frank Heselton, (U.S. Postal Service)
Wynne Jones (Coopers-Lybrand)
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THE WORKSHOP IN POSTAL AND DELIVERY ECONOMICS

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Naantali Hotel
Naantali, Finland

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.
**Workshop Schedule**

**Wednesday, June 7, 1995**
- **5:30** Registration
- **6:00-7:00** Reception and Welcome, Welcome to Workshop
- Overview of Workshop—Michael A. Crew & Paul R. Kleindorfer
  *Cocktails, Naantali Congress Centre*
- **7:00** Dinner & Speech: Asko Saviaho, Chief Executive, Finland Post
- **9:00** After Dinner Drinks

**Thursday, June 8, 1995**
- **9:00-10:00** *Future Scenarios for Postal and Delivery Services: A Roundtable*
  - Chair: Michael Crew
  - Discussants: Susanne Meier and Börje Sproung
  - James Campbell: History of the U.S. Postal Monopoly Law, 1635-1993
  - Joëlle Tolédano: Is There Any Common Trend in European Liberalization Strategies
- **10:00-10:20** Coffee Break
- **10:20-12:20** *Universal Service Obligation*
  - Chair: Michael Crew
  - Discussants: Maurice Levy and Sture Wallander
  - Helmut Cremer, Marc De Rycke, and André Grimaud: Service Quality, Competition and Regulatory Policies in the Postal Sector
  - Jeanne Golay and Ian Dobbs: Economic Methodology for Estimating the Burden of the Universal Service Obligation
  - John Haldí and Leonard Merewitz: Cost and Returns from Delivery to Sparsely Settled Rural Areas
- **12:20-1:40** Lunch
- **1:40-3:00** *Institutional Frameworks*
  - Chair: Frank Heselson
  - Discussants: Nancy Sparks and Ulrich Stumpf
  - William Kovacic: Facilitating the Transition from Monopoly to Competition: A Proposed Approach for Reforming the Legal Framework that Governs the Status and Operations of the U.S. Postal Service
  - Virpi Palo: Opening Up of Universal Services for Competition: Postal Services and Competition Rules
- **3:30** Boat Cruise to Turku Archipelago
- **5:30** Visit to the Post Office in Nauvo, an isle of the Archipelago
- **7:30** Dinner & Speech in restaurant L-escalse in Nauvo
  - Robert Reiser, Vice President—Technology Applications, United States Postal Service
- **12:00** Return to Naantali Congress Centre by Boat

**Friday, June 9, 1995**
- **9:00-10:30** *Pricing*
  - Chair: Tim Walsh
  - Discussants: Mary Bundy and Frank Rodriguez
  - Robert Cohen, William Ferguson, and Spyros Xenakis: Measuring Cost Differences and Setting Cost-Based Rates
  - Michael Bradley and Jeff Colvin: One Wage or Many: An Efficiency Wage for a National Postal Administration
  - Roger Sherman: Pricing the U.S. Mail
- **10:30-10:50** Coffee Break
- **10:50-12:40** *Downstream Access*
  - Chair: Wynne Jones
  - Discussants: Wynne Jones and Ian Reay
  - Michael Crew and Paul Kleindorfer: Efficient Components Pricing and Alternatives for Postal Services
  - Cathy Rogerson and David Trewhorgy: Downstream Access Pricing: The U.S. Postal Service Experience
  - John Panzar: Efficient Postal Discounts
- **12:40-2:10** Lunch
- **2:10-3:20** *Implementing Pricing Innovations*
  - Chair: Michael Crew
  - Discussants: Marc De Rycke and Roger Sherman
  - Alan Robinson: Developing a Customer-Based Approach to Pricing Postal Products
  - Heikki Nikkilä: Do Electronic Communications Increase Letter Service Volume?
- **3:30** Excursion to Turku Old Town
- **7:30** Cocktails in Naantali Congress Center (walk to Naantali Old Town
- **8:30** Dinner at Kaletrappi Restaurant, Naantali Old Town

**Saturday, June 10, 1995**
- **9:00-11:00** *Alternative Delivery Networks*
  - Chair: John Dolling
  - Discussants: Hakan Ohlsson and Walpurga Speckbacher
  - John Allen: Competitor Access to the Postal Network: The New Zealand Experience
  - Paul Richards: Liberalization and Fair Play
  - Ed Merlo: How an Alternative Distribution Network Became Successful
- **11:00-11:20** Coffee Break
- **11:20-12:00** *Roundtable on a Research Agenda*
  - Chair: Michael Crew
  - Speakers: Paul Kleindorfer, Ulrich Stumpf
  - Manuel Kohnstamm & Alastair Tempest: FED!M’s “Postal Users Survey”
- **12:00** Lunch and End of Workshop
Rutgers, The State University of New Jersey
Graduate School of Management
Center for Research in Regulated Industries
WORKSHOP IN POSTAL AND DELIVERY SERVICES 1995
Naantali Spa Hotel, Naantali, Finland—June 7-10, 1995

Application

Name _______________________________
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Billing Information:
☐ Employee of sponsoring organization.
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Fees: The fee for the Workshop is $750 per person which includes all coffee breaks, receptions, and instructional materials. The charge for food and lodging is FIM 1,755 double/FIM 2,265 single, per person, for the duration of the Workshop. Instructions for payment will be provided upon receipt of your completed application form. The workshop fee is waived for employees of sponsoring organizations.

CANCELLATION POLICY: Until April 30, 1995 refunds will be allowed in full. After this date the workshop fee is due in full whether or not the participant actually attends the workshop. Substitutions may be made at any time.

Signature of Participant: ____________________________

Please return completed application form by April 30, 1995** to:
Linda S. Brennan, Rutgers University, Graduate School of Management, 180 University Avenue, Newark, NJ 07102, U.S.A.
or FAX your application to: (201) 648-1348.

* 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.