APPLICATION PROCEDURES

Please complete the attached application form and return it by April 29, 1988. Applications received after this date will be accepted on a space available basis. The rate for the Conference is $495 per person. This includes learning materials, receptions and coffee breaks. For participants affiliated with government and other non-profit organizations there is a reduced rate of $250 per person.

There is a block of rooms reserved at the Mohonk Mountain House for the Conference. Participants should register for the conference by returning the application form. Hotel reservation forms will be sent to participants after their application forms have been received.

CONFERENCE FACULTY AND STAFF
Linda S. Brennan, Administrative Assistant, Graduate School of Management, Rutgers University
Michael A. Crew, Professor of Economics, Graduate School of Management, Rutgers University
Keith J. Crocker, Associate Professor of Economics, Pennsylvania State University
Michael R. Frierman, Assistant Professor of Economics, Graduate School of Management, Rutgers University
Paul R. Kleindorfer, Universal Furniture Professor of Decision Sciences, The Wharton School, University of Pennsylvania

For further information contact:
Michael A. Crew
Professor of Economics
Rutgers - The State University
Graduate School of Management
180 University Avenue
Newark, NJ 07102
Phone: (201) 648-5049 (Office)
221-0524 (Home)
### ELECTRICITY
Chair: Joel H. Charkow
Discussants: Glenn Myers and Sheldon Switzer

Jim Lahtinen & Robert Rohr: Damages to Utility Ratepayers Associated with Project Delay
Bernie Neenan, Theresa Flaim, Michael Doane & C.K. Woo: Evaluation of the Contingent Market For Priority Electric Service

### TELECOMMUNICATION
Chair: Lawrence J. Cataldo
Discussants: Stephen L. Able and Ellen Fitzpatrick

Alex Larson & Mark Sievers: The Irrelevance of Price Floors for Telecommunications Services
Shari F. Gershfenfeld & Frances M. Koch: Analysis of Business Customer Choice of Telephone System

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### WELCOME TO CONFERENCE - Michael A. Crew

Alex Henney: Reorganization of the Electric Utility Industry in England
Commentary:
Charles K. Rowley: The Political Economy of Privitization
James A. Waddell: Regulation after Reorganization

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### 6:00 - 7:00
**Cocktail Hour**

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### 7:00 - 9:00
**Dinner and Speech**
Christopher D. Turner

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### Thursday, May 26, 1988

**9:00 - 10:30**
Chair: Mark Menchin
Discussants: Jeremy A. Bloom and David O. Ward

Gregory M. Duncan & Roger Tobin: The Structure of Telecommunications Costs: Capacity vs. Demand

Dennis Ray: Use of an Engineering-Economic Model for Economic Analyses in the Electric Utility Industry

**10:30 - 10:50**
**Coffee Break**

**10:50 - 12:45**
Chair: Robert Camfield
Discussants: Shimon Awerbuch and Gene Goldrick

Lawrence J. Cataldo, Gerald T. Tlapa & Stephen D. Sperman: Forecasting Market Share Following New Feature
Introduction - The CCS Market is a Case in Point

Edward Boyer & Michael L. Goetz: Capital Structure and Investment Decisions in a Partially Regulated Environment

Terry J. Atherton: Empirical Methods for Identifying the Relation Between Households' Consumption Patterns and Choice of Service

**12:45 - 2:00**
**Lunch**

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### Friday, May 27, 1988

**9:00 - 10:45**
Chair: John J. Dura
Discussants: Paul R. Kleindorfer and Howard M. Spiner

Leonard Waverman: The Feasibility of Competition in Long Distance Telecommunications
Bernie Neenan, Robert Mango & Thomas Tramutola: The Design and Implementation of an Experiment to Test Response to Electric Rates Based on Dynamic Marginal Costs
Brooks Albery: A Network in Transition: The Continuing Challenge to Local Exchange Carriers

**10:45 - 11:00**
**Coffee Break**

**11:00 - 1:00**
Chair: Daniel Lane
Discussants: Brenda Kahn and Richard Simnett

William J. Deehan: A Case for Time-of-Use and Service-Differentiated Pricing
Dennis Weller: Non-Uniform Pricing of Wholesale Services

**1:00**
**Lunch (End of Conference)**
Rutgers, The State University of New Jersey
Graduate School of Management
Advanced Workshop in Regulation and Public Utility Economics
Seventh Annual Conference
APPLICATION

Name _____________________________________________
Title _____________________________________________
Company Address ___________________________________

Telephone Number ________________________________
Billing Information:
☐ Send bill to participant at above address
☐ Send bill to: _______________________________________

The fee for the conference is $495 per person which includes beverages and instructional materials. Food and lodging are not included.

Government Rate: Members of nonprofit organizations may apply for the reduced enrollment fee of $250 per person.  
☐ I would like to apply for the government rate of $250.

CANCELLATION POLICY
Until April 29, 1988 refunds will be allowed in full. After this date the conference fee is due in full. Substitutions may be made at any time.

Signature of Participant ________________________________

Please return completed form by April 29, 1988* to:
Linda S. Brennan
Rutgers University
Graduate School of Management
180 University Avenue
Newark, NJ 07102

*Applications received after April 29, 1988 will be admitted on a space available basis.