Rutgers University, Graduate School of Management
Center for Research in Regulated Industries
Advanced Workshop in Regulation and
Public Utility Economics
TENTH ANNUAL EASTERN CONFERENCE
Otesaga Hotel, Cooperstown, New York
Wednesday, May 29 to Friday, May 31, 1991

APPLICATION PROCEDURES

Please complete the attached application form and return it by April 15, 1991. Applications received after this date will be accepted on a space available basis. The fee for the Conference is $595 per person. This includes learning materials, receptions, and coffee breaks; it does not cover other food and lodging which are to be paid directly to the hotel by the participant. For participants affiliated with governmental and other non-profit organizations, there is a reduced rate of $300 per person.

HOTEL RESERVATIONS

Sufficient rooms are reserved at the Otesaga Hotel for all of the Conference participants. Participants should register for the conference by returning the application form. Hotel reservation forms will be sent to participants after their conference 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 Crocker, Associate Professor of Economics, Pennsylvania State University
Paul Kleindorfer, Universal Furniture Professor of Economics and Decision Sciences, University of Pennsylvania
Thomas A. Abbott, III, Assistant Professor of Economics, Graduate School of Management, Rutgers University
Paul K. Dygert, Visiting Lecturer in Economics, Graduate School of Management, Rutgers University

For further information, please contact:
Michael A. Crew
Center for Research in Regulated Industries
Graduate School of Management
Rutgers University
180 University Avenue
Newark, NJ 07102
Phone: (201) 648-5049 (office)
(201) 648-1348 (fax)
(908) 221-0524 (home)

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.
TENTH ANNUAL EASTERN CONFERENCE OF THE ADVANCED
WORKSHOP IN REGULATION AND PUBLIC UTILITY ECONOMICS

Wednesday, May 29, 1991

4:30 - 6:00  Welcome to Conference—Michael Crew
Brooks Albery and Mark Sievers: Strategic Allocation of Overhead: The Application of Traditional Predation Tests to Multiproduct Firms

6:00  Cocktail Hour

7:00  Dinner and Speech
Thomas H. Norris, Corporate Vice President, AT&T

Thursday, May 30, 1991

9:00 - 10:30  Chair: Kent Bjornstad
Discussants: William E. Kovacic and Richard Simnett
David J. Salant: Behind the Revolving Door: A New View of Public Utility Regulation
Paul K. Dygert: Productivity and Information Intensity: Some Further Evidence

10:30 - 10:45  Coffee Break

10:45 - 12:15  Concurrent Sessions:
Chair: John Dura
Discussants: Nicholas A. Vlisis and Roger Woock
Von K. McConnell: The Economics of the U.S. ISDN Standardization Process

Friday, May 31, 1991

9:00 - 10:50  Chair: Gerald A. Tlapa
Discussants: David Korn and Saikat Sen
Jain-Shing Chen and R. Bruce Williamson: Residential Demand for White Pages Directory Listings: A Discrete Choice Analysis
Mike Roberson and Todd Waletzki: An Integrated Demand Model for Business IntraLATA Toll Services: Almost Ideal Demand System

11:10 - 12:55  Chair: Daniel J. Lane
Discussants: Keith J. Crocker, Kent Currie and Cindy Rhodes
Mike Nelson: Pay-per-call Information Services
Thomas P. Lyon: Anonymous Regulatory Mechanisms with Non-Stationary Costs
Victor Glass: Estimating Optimal Tariff Areas under Price Caps

12:55 - 1:00  Closing Remarks—Michael Crew

Lunch
SPEAKERS, DISCUSSANTS AND CHAIRPERSONS

Brooks Albery, Manager—Regulatory Policy & Coordination, US Sprint/United Telecom
Shimon Awerbuch, Assistant Professor of Finance, University of Lowell
Kent Bjornstad, Staff Manager—Business Efficiency, Bell Atlantic
Michael D. Bradley, Associate Professor of Economics, George Washington University
Robert Canfield, Strategic Planner, Southern Company
Jain-Shing Chen, Area Manager—Demand Analysis, Southwestern Bell
Charles M. Clemmons, Mgr.—Reg. & Legislative Policy, GTE Telephone Operations
John V. Collias, Staff Manager, BellSouth Services
Jeffrey L. Colvin, Principal Economist, United States Postal Service
Kent Currie, Manager—Cost Methods, Ohio Bell Telephone
William J. Deegan, Director, Central Vermont Public Service
Jesus C. Dumagan, Agricultural Economics, Cornell University
John Dura, Manager, Bell Communications Research
Joseph P. Gatto, Staff Manager—Demand Analysis, AT&T Communications
Victor Glass, Group Manager, National Exchange Carrier Association
Joseph G. Hirschberg, Assistant Professor, Southern Methodist University
Michael J. Kelleher, Associate Corporate Planner, Niagara Mohawk Power Corp.
David Korn, Staff Manager, AT&T
William E. Kovacic, Associate Professor, George Mason University School of Law
Daniel J. Lane, Director—Capital Recovery, New York Telephone
Alexander C. Larson, Senior Economist, Southwestern Bell
Thomas P. Lyon, Assistant Professor, Bus. Econ. & Public Policy, Indiana University
Von K. McConnell, Regulatory & Managerial Economist, Bell Atlantic
Brian J. McGlancy, Senior Executive Engineer, Electricity Supply Assn. of New Zealand
Eugene T. Meehan, Vice President, Energy Management Associates
Glenn Meyers, Senior Economist, Economic Studies
Timothy D. Mount, Professor, Agricultural Economics, Cornell University
Mike Nelson, Regulatory Director, US Sprint/United Telecom
William M. Newman, District Staff Manager, Diamond State Telephone
Richard Onofry, Manager—Ind. Power & Cogeneration, Orange & Rockland Utilities
Cindy Rhodes, Staff Manager—Strategic Access Costs, AT&T
Mike Roberson, Manager—Demand Analysis, Southwestern Bell
David J. Salant, Senior Member of Technical Staff, GTE Laboratories
Terrence J. Schroepfer, Area Manager—Economics, Southwestern Bell
Joseph C. Schuh, Director—Economics, Orange and Rockland Utilities
Saikat Sen, Staff Manager, AT&T
Mark Sievers, Director—Regulatory Policy & Coordination, US Sprint/United Telecom
Richard Simnett, District Manager, Bell Communications Research
Marc A. Smith, Principal Economist, United States Postal Service
Howard M. Spinnor, Senior Rate Economist, Central Vermont Public Service
William M. Takis, Manager, Price Waterhouse
Gerald A. Tlapa, District Manager—Cost & Rates, Bell Communications Research
David Trexworm, Senior Consultant, Price Waterhouse
Nicholas A. Vilisides, District Manager—Business Services Pricing, Michigan Bell
Todd Waletzki, Corporate Manager—Strategic Marketing, Southwestern Bell
R. Bruce Williamson, Manager—Demand Analysis, Southwestern Bell
Roger Woock, Member Technical Staff, Bell Communications Research

Rutgers, The State University of New Jersey
Graduate School of Management
Center for Research in Regulated Industries
Advanced Workshop in Regulation and Public Utility Economics
Tenth Annual Eastern Conference
Otesaga Hotel, Cooperstown, New York, May 29-31, 1991

Application

Name ____________________________________________
Title ____________________________________________
Company _______________________________________
Address ________________________________________

Telephone Number ________________________________

Billing Information:
☐ Payment enclosed*
☐ Send invoice to participant at above address
☐ Send invoice to:

Fees: The fee for the conference is $595 per person which includes beverages and instructional materials. Food and lodging are not included.

Government Rate: Members of non-profit organizations may apply for the reduced enrollment fee of $300 per person.
☐ I would like to apply for the government rate of $300.

Volume Discount: Second and subsequent applications received in the same envelope will receive a 5% volume discount.

Telephone Reservations: You may register for the Conference by telephone (201-648-5049), however, your call should be followed up by a completed signed application form.
☐ This form confirms a telephone reservation.

CANCELLATION POLICY: Until April 15, 1991 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, 1991** to:
Linda S. Brennan, Rutgers University, Graduate School of Management, 180 University Avenue, Newark, NJ 07102

or FAX your application to: (201)648-1348.

* Make check payable to “Rutgers University.” Credit cards are not acceptable for payment of conference fees.

** Applications received after April 15, 1991 will be admitted on a space available basis.