

11th Conference on Postal and Delivery Economics

POSTAL AND DELIVERY SERVICES

**June 4–7, 2003
Toledo, Spain**

Presented by

CENTER FOR RESEARCH IN REGULATED INDUSTRIES

Rutgers Business School – Newark and New Brunswick

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Wednesday, June 4, 2003

- 5:30 - 7:00 Registration
- 7:00 **Reception**
- 8:00 Welcome and Introduction to Conference: **Michael A. Crew & Paul R. Kleindorfer**
 Dinner & Speech: **Victor Calvo-Sotelo**, Chairman and CEO, Correos y Telégrafos

Thursday, June 5, 2003

- 7:30 Breakfast
- 9:00 - 10:40 **Concurrent Sessions**
- | | |
|---|---|
| <p>REGULATION/USO
 Chair: Ralf Wojtek
 Discussants: Doris Hildebrand, Robert Campbell, & Rita Cohen</p> <p>Pekka Leskinen: USO, a study on USO in different countries, is it possible to create one global USO</p> <p>Michael D. Bradley, Jeff Colvin, & Mary Perkins: On Setting the Correct Price Floors for Public Sector Providers</p> <p>Juan Montero: Regulating Access to Postal Networks in the EU: The Roles of Antitrust and Sector Specific Reform</p> | <p>INNOVATION & COMPETITION
 Chair: Louis O'Brien
 Discussants: Stefan Blomqvist, Gene Del Polito & Cathy Rogerson</p> <p>Alan Robinson: Competition in Parcel and Mail Delivery or The Challenge of Maintaining Dominance</p> <p>Hannes Weiss: Logic in Logistics Large-Scale Productivity Gains</p> <p>Marku Mäkitalo: Paperless Commerce and International Logistics</p> |
|---|---|
- 10:40 - 11:00 Coffee Break
- 11:00 - 12:40 **Concurrent Sessions**
- | | |
|--|--|
| <p>RESTRUCTURING/PRIVATIZATION
 Chair: Charles Fattore
 Discussants: Stephen Agar, Anton van der Lande & David Levy</p> <p>Wolfgang Pickave & Walter Maschke: The privatisation of former postal administrations</p> <p>Michael A. Crew & Paul R. Kleindorfer: Developing Policies for the Future of the United States Postal Service</p> | <p>PRICING/INNOVATION
 Chair: Gregor McGregor
 Discussants: Maria Carmo Seabra, Robert W. Mitchell & Norma Nieto</p> <p>Mohammad Adra, Charles Crum, Ali Ayub, & Michael Plunkett: Pricing Innovation for a Transitioning Postal Administration</p> <p>V. Visco-Comandini, S. Gori, C. Lettieri, M. Marè: Reconsidering the Myths on Postal Services</p> <p>Philip Burns, Isabelle Carslake and George Houpis: Distributional impact of tariff re-balancing following liberalisation</p> |
|--|--|
- 12:40 - 2:00 Lunch

Thursday, June 5, 2003 (CONTINUED)

2:00 - 3:30

*Concurrent Sessions***UNION/MANAGEMENT PARTICIPATION**

Chair: George Omas

Discussants: Jody Berenblatt & Ken Parmelee

Geoff Bickerton: Evaluating Productivity Improvement Initiatives: A Joint Union Management Approach**A. Vegliante, J. Mularski, J. Sauber, D. Treworgy & J. Jackson:** Enhancing Postal Performance through Customer Connect**Rutger Goethart:** The Privatization Process at TPG**DEMAND**

Chair: Sten Selander

Discussants: Catherine Cazals & John Panzar

Shoji Maruyama & Takanobu Nakajima: Empirical Analysis on Socially Optimal Provision of Postal Service in Liberalized Market**Heikki Nikali:** Utility Functions of Communication**C. Cazals, F. Fève, P. Fève, & J.P. Florens:** Structural Econometrics of Mail Demand

3:30

Break

7:00

Reception

8:00 –

Dinner & Speech: **Harry Koorstra**, Chief Executive Officer, TPG Post Division Mail**Friday, June 6, 2003**

7:30

Breakfast

9:00 - 10:40

*Concurrent Sessions***ACCESS/WORKSHARING I**

Chair: Gary S. Jensen

Discussants: Joe Lubenow, Ian Reay & Ian Volner

John Haldi & William J. Olson: Revenues and Costs of Workshared Activities**Nick van der Lijn & Arno Meijer:** Is Access the Key to Success?**Gonzales d'Alcantara & Bernard Amerlynck:** Is Postal activity under strict tariff homogeneity economically possible in the single European market**COST & PRODUCTIVITY**

Chair: David W. Spence

Discussants: Anthony Alverno, Baudouin de Hepcee & Diarmuid O'Conghaile

Constantina Poga & Luis Jimenez: Comparative Analysis of Financial and Operating Performance of Key Posts**A. Dicke, Gonzalez-López, G. Kulenkampff & A. Niederprüm:** Assessing Costs of Letter Services with Bottom-up Models - From Clearing to Delivery**Gregory Swinand:** A production model of service quality at An Post

10:40 - 11:00

Coffee Break

11:00 - 12:40

*Concurrent Sessions***ACCESS/WORKSHARING II**

Chair: Wolfgang Pordzik

Discussants: Kristin Bergum, Joan Calzada & Alessandra Fratini

P. De Donder, H. Cremer & F. Rodriguez: Access Pricing and the Uniform Tariff in the Postal Sector**R. Cohen, M. Robinson, J. Waller, & S. Xenakis:** Liberalization and the Likelihood of a Graveyard Spiral**H. Cremer, E. de Villemeur, B. Roy & J. Toledano:** Access and (non-)uniform pricing in the postal sector**WTO/GATS**

Chair: Gerard Power

Discussants: Jarret Jackson and Sture Wallander

Greg Harford & Wendy Eitan: International postal arrangements and Trade Law**Anthony Alverno & Allison Levy:** Defining the Scope of Postal Service Liberalization in the WTO Doha Development Agenda**R. Carter, R. Goethart, C. Kindstrand, A. Meijer and M. van der Horst:** The need for a regulatory equilibrium between USO and Competitive services on a global level

Friday, June 6, 2003 (CONTINUED)

- 12:40 - 2:00 Lunch
- 2:00 - 3:30 **Concurrent Session**
- | | |
|---|---|
| <p>NETWORK EFFICIENCY
 Chair: Börje Spong
 Discussants: Leon Pintsov, Paul Seckar, & Paul Smith</p> <p>Doris Gemeinhardt-Brenk & Melanie Paulus: The Postal Market - a typical Network Sector</p> <p>Aberto Pimenta & Ricardo Goulao Santos: Fostering Efficiency in the Post Offices Network</p> <p>Gennaro Scarfiglieri & Paolo Luca Stanzani Ghedini: Post Office Network, Delivery Network and USO cost measurement</p> | <p>REGULATORY INSTITUTIONS
 Chair: William Johnstone
 Discussants: Nadira Barkatullah, Matthias Finger & Paul Jackson</p> <p>Antonia Niederpruem: Quality of Service Policies in Partly Liberalised Postal Markets</p> <p>P. Dudley, L. Correia, L. Mautino, & S. Richard: RPI-X price control regulation in the postal sector</p> <p>Frank van der Plas & Ramond Mayland: A new model for price control in the Dutch Postal Market</p> |
|---|---|
- 3:30 Break
- 7:00 Reception
- 8:00 – Dinner & Speech: **S. David Fineman**, Chairman of the Board of Governors for the United States Postal Service & Managing Partner, Fineman & Bach, P.C.

Saturday, June 7, 2003

- 7:00 a.m. Breakfast
- 9:00 - 10:35 **COMPETITION**
Chair: Catherine Churchard
Discussants: Richard Eccles & Eugen Pink
- Alvaro Escribano, Natalia Fabra, Philippe Gagnepain, & Julio Lasheras:** Overview of Recent Developments on the Regulation of Postal Services: Restructuring Postal Services in Spain
- Pablo Fontdevila:** Postal Deregulation in Argentina
- David Coulson, Isabelle Andress, Juan Ianni, Peter MacKechnie & Jarret Jackson:** The World Bank Group Postal Liberalization Index
- 10:35 - 11:05 Coffee Break
- 11:05 - 12:55
Chair: Stephen Ferguson
Discussants: Thomas Baldry, Neil Dryden & Michael Shinay
- Jose Marcos:** A balanced approach to the future of the Universal Postal Union
- M. Benjamin, R. Reisner, V. Giuliano, M. Elcano, T. Crowder, T. McLaughlin, J. Burzio, P. Flaherty & R. Croce:** The Cloud Over the Commission: The Story of the Retirement Liability Issues that Will Frame the Future of the USPS
- Michael A. Crew & Paul R. Kleindorfer:** Entry and Access to the Universal Service Providers Network: Integrating Letter and Parcel Pricing Policies
- 12:55 - 1:00 Concluding Remarks – Michael A. Crew
- 1:00 Lunch (Conference Ends)

POSTAL AND DELIVERY ECONOMICS PUBLICATIONS

The following edited books resulted from Previous Postal Conferences:

- *Regulation and the Nature of Postal and Delivery Services*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1992
- *Commercialization of Postal and Delivery Services: National and International Perspectives*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1994
- *Managing Change in the Postal and Delivery Services*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1997
- *Emerging Competition in the Postal and Delivery Services*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1999
- *Current Directions in Postal Reform*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 2000
- *Future Directions in Postal Reform*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 2001
- *Postal and Delivery Services: Pricing, Productivity, Regulation and Strategy*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 2001
- *Postal and Delivery Services: Delivering on Competition*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 2003

The following is a text on postal economics:

- *The Economics of Postal Service*, by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1992

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CONFERENCE STAFF

Professor Michael A. Crew, Director—CRRI
Conference Chair

Jeremy T. Guenter, Administrative Assistant—CRRI,
Conference Administrator

Center for Research in Regulated Industries
Rutgers Business School, Rutgers University
180 University Avenue, Newark, NJ 07102-1897, USA

Telephone: 973-353-5049 (Office); 973-353-1348 (fax)

Michael A. Crew: 908-221-0524 (Home)

Email: mcrew@andromeda.rutgers.edu (Michael Crew)
crrri@andromeda.rutgers.edu (Jeremy T. Guenter)

Professor Paul R. Kleindorfer, *Conference Co-Chair*
The Risk Management and Decision Processes Center

The Wharton School, University of Pennsylvania
Philadelphia, PA 19104, USA

Telephone: 215-898-5830; 215-573-2130 (fax)

Email: Kleindorfer@wharton.upenn.edu

CRRI

The **Center for Research in Regulated Industries (CRRI)**, located at Rutgers University, aims to further study of regulation by research in economics, finance, and institutions. Its publications, seminars, workshops, and courses make available the latest advances to academics, managers, consultants, and regulatory commission staff. The Center has over twenty-five years of experience providing research, instruction, conferences, courses, seminars, and workshops in economics of network industries. The Center's *Journal of Regulatory Economics* is an international scholarly bi-monthly publication intended to provide a forum for the highest quality research in regulatory economics. Other research from the Center's programs has been published in the book series *Topics in Regulatory Economics and Policy*.

The **Center for Research in Regulated Industries** is pleased to be the recipient of The Hermes Award, 1992, awarded by the European Express Organization.

POSTAL CONFERENCE 2003

The Center for Research in Regulated Industries is pleased to announce that the 12th *Conference on Postal and Delivery Economics* will be held in Ireland in June 2004.

SPEAKERS, DISCUSSANTS, & CHAIRS

Mohammad A. Adra: Economist, USPS - Office of Inspector General

Stephen Agar: Director Strategy & Regulatory Affairs, Royal Mail

Anthony F. Alverno: Attorney, USPS

S. David Fineman, Chairman of the Board of Governors for the USPS & Managing Partner, Fineman & Bach, P.C

Thomas Baldry: Director - Mail Import & International Relations, Deutsche Post World Net

Nadira Barkatullah: Divisional Director, London Economics

Jody Berenblatt: Director of Postal Commerce and Distribution, AOL Time Warner

Maynard H. Benjamin: President, Envelope Manufacturers Association

Kristin Bergum: Director – Regulatory Affairs, Posten Norge AS

Geoff A. Bickerton: Research Director, Canadian Union of Postal Workers

Stefan Blomqvist: Vice President - Operations Europe and Asia, StreamServe

Philip Burns: Director, Frontier Economics

Víctor Calvo-Sotelo: Chairman and CEO, Correos y Telégrafos

Joan Calzada: Professor, University of Barcelona

Robert Campbell: Dean of Arts and Professor of Political Science, Wilfrid Laurier University

Maria Carmo Seabra: Board Member, Anacom – Autoridade Nacional de Comunicações

Isabelle Carslake: Consultant, Frontier Economics

Ralph Carter: Senior Attorney, FedEx Express European Services

Catherine Cazals: Researcher, IDEI - Université des Sciences Sociales

Catherine Churchard: General Counsel, Royal Mail

Rita Cohen: Senior Vice President – Legislative and Regulatory Policy, Magazine Publishers of America

Robert H. Cohen: Director, Rates Analysis & Planning, United States Postal Rate Commission

Jeff Colvin: Manager of Product Cost Analysis, USPS

David Coulson: Senior Consultant, IBM Business Consulting Services

Helmuth Cremer: Professor of Economics, IDEI - Université des Sciences Sociales

Michael A. Crew: Professor of Economics, Rutgers University

Gonzales d'Alcantara: La Poste / De Post Belgium

Philippe De Donder: Professor, IDEI

Baudouin de Hepcee: Director Costing & Revenues, La Poste / De Post Belgium

Helmuth Deecke: Director Scientific and Market Research, MRU Manner-Romberg Consultancy

Gene Del Polito: President, Association for Postal Commerce

Alex Dieke: Economist, WIK - Wissenschaftliches Institut für Kommunikations

Neil Dryden: Assistant Director - Economic Consulting Group, Deloitte & Touche

Paul Dudley: Head of Regulatory Economic Analysis, Royal Mail

Richard Eccles: Partner, Bird & Bird

Alvaro Escribano: Professor in Applied Economics, Universidad Carlos III de Madrid

Charles Fattore: President of R.R. Donnelley Logistics, R.R. Donnelley & Sons Company

Stephen Ferguson: Manager-Regulatory Affairs, An Post

Patrick Fève: Professor of Economics, IDEI - Université des Sciences Sociales

Matthias Finger: Professor, Management of Network Industries, iLEMT / EPFL

Congressman Pablo A. Fontdevila: Diputado Nacional, Honorable Camara de Diputados

Alessandra Fratini: Partner, O'Connor and Company, European Lawyers

Doris Gemeinhardt-Brenk: Regulatory Authority for Telecommunications and Posts

Rutger Goethart: Public Affairs, TPG Post

John Haldi: President, Haldi Associates, Inc.

Greg Harford: Manager, International Relations, International Affairs, New Zealand Post Limited

Doris Hildebrand: Managing Partner, European Economic & Marketing Consultants GmbH

George Houpis: Associate Director, Frontier Economics

Jarret Jackson: Consultant, IBM Business Consulting Services

Paul Jackson: Chief Executive, Triangle Management Services

Gary S. Jensen: Vice President, Corporate Development & Marketing, Siemens Dematic Postal Automation, LP

Luis Jimenez: Senior Vice President and Chief Strategy Officer, Pitney Bowes

William Johnstone: Secretary of the Board of Governors, United States Postal Service

Paul R. Kleindorfer: Anheuser Busch Professor of Management Science and Economics, University of Pennsylvania

Harry Koorstra, CEO, TPG Post Division Mail

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Horst Manner-Romberg: Managing Director, MRU Manner-Romberg Consultancy

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Shoji Maruyama: Senior Manager, Japan Post

Leonardo Mautino: Communications Division, OXERA

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Gregor McGregor: Chief Executive, Postwatch

Arno Meijer: Macro & Sector Policies, ECORYS-NEI

Robert W. Mitchell: Consultant, Haldi Associates, Inc.

Juan Montero: Professor of Commercial Law, Universidad Nacional de Educación a Distancia

John R. Mularski: Manager – Staffing & Field Policy, Labor Relations, United States Postal Service

Antonia Niederprüm: Senior Economist, WIK - Wissenschaftliches Institut für Kommunikations

Norma B. Nieto: IBM Business Consulting Services

Heikki Nikali: Research Director, Corporate Development, Finland Post Corporation

Louis F. O'Brien: Vice President and Controller, Canada Post Corporation

Diarmuid O'Conghaile: Economist, An Post

George Omas: Chairman, United States Postal Rate Commission

John Panzar: Louis W. Menk Professor of Economics, Northwestern University

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Ken Parmelee: Vice President of Governmental Affairs, National Rural Letter Carriers' Association

Wolfgang Pickave: International Policy/Regulation Strategies, Deutsche Post World Net

Alberto Pimenta: Director-Strategic Development, CTT Correios de Portugal S.A.

Eugen Pink: Manager- Strategy and Organization, BvDP

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Alan Robinson: President, Direct Communications Group

Frank Rodriguez: Head of Economics, Royal Mail

Cathy Rogerson: Partner, IBM Business Consulting Services

Gennaro Scarfiglieri: Manager, Strategic Planning Direction, Poste Italiane SpA

Paul Seckar: IBM Business Consulting Services

Sten Selander: Director – Postal Affairs, National Post and Telecom Agency

Michael Shinay: Associate Partner, IBM Business Consulting Services

Paul Smith: Postal Services Commission

David W. Spence: Senior Attorney, Regulatory Affairs, FedEx

Börje Spong: Head of Mergers and Acquisitions, Posten AB

Paolo Luca Stanzani Ghedini: Director, Strategic Planning Direction, Poste Italiane SpA

Gregory Swinand: Senior Consultant – Regulatory Division, London Economics

Joëlle Toledano: Director, European and National Regulation, La Poste

David Treworgy: Partner, IBM Business Consulting Services

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Anton van der Lande: Vice President-Public Affairs International, United Parcel Service

Frank van der Plas: Head of the postal department, OPTA

Vincenzo Visco-Comandini: Director for Economic Research and Regulation unit, Poste Italiane SpA

Ian Volner: Partner, Venable, Baetjer, Howard & Civiletti

Hannes Weiss: 1492./consulting

Ralf Wojtek: Attorney, Heuking, Kühn, Lüer, Heussen, Wojtek

Sture Wallander: Director of International Relations Secretariat, Posten AB

ORGANIZING COMMITTEE

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Alberto Pimenta: Director-Strategic Development, CTT Correios de Portugal S.A.

Sarah Prosser: Managing Attorney, International Regulatory Affairs, FedEx

Ian Reay: Liberalisation and Monopoly Policy Manager, Royal Mail

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Ian Volner: Partner, Venable, Baetjer, Howard & Civiletti

Sture Wallander: Director of International Relations Secretariat, Posten AB

HOTEL INFORMATION

The conference will be held in Toledo, Spain. The conference site is:

Hotel Beatriz
Carretera Ávila. Km 2
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Hotel reservation forms can be obtained at our web site (http://crri.rutgers.edu/post/). The reservation forms must be sent to the Hotel Beatriz. The Conference rates for the hotel are € 450 for a double room single use with meals and €690 for double room with meals for the three nights. There are special rate for two days before and after the conference. Please note on reservation form that you are attending the 11th CPDE (Rutgers University). The deadline for reservations is April 12, we cannot guarantee room availability.

FEES AND EXPENSES

- A registration fee of \$1035 is payable to Rutgers University.
Food and lodging at the Conference are not included in the registration fee. All persons that do not stay at the Hotel Beatriz will be required to pay for meals separately.
The conference fee is waived for a limited number of employees of sponsoring organizations.

Please forward the Registration Form to Jeremy T. Guenter at:

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Signature of Participant: