

12th Conference on Postal and Delivery Economics

June 2–5, 2004
Cork, Ireland

Presented by

CENTER FOR RESEARCH IN REGULATED INDUSTRIES

Rutgers Business School – Newark and New Brunswick

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Wednesday, June 2, 2004

5:30 - 7:00	Registration	<i>Baltimore Room Lobby</i>
7:00	Reception	<i>Baltimore Room</i>
8:00	Welcome and Introduction to Conference: Michael A. Crew & Paul R. Kleindorfer Dinner & Speech: Donal Curtin , Chief Executive, An Post	

Thursday, June 3, 2004

7:30	Breakfast	<i>Glandore Restaurant</i>
9:00 - 10:40	Concurrent Sessions	<i>Baltimore & Muskerry Rooms</i>
	LIBERALIZATION I <i>Baltimore</i> Chair: Pekka Leskinen Discussants: Doris Hildebrand, Hannes Weiss, and Ralf Wojtek Gregory Swinand and Sean Lyons: Empirical Analysis of Further Liberalization in Norway Mark van der Horst: Postal Liberalization, the Final Countdown – A Small Step in Weights, a Giant Leap into the Market T. Auböck, B. Bukovec, and A. Stratil: The Impact of Liberalization and Postal Regulation in a Small Sized European Country	COST & PRODUCTIVITY <i>Muskerry</i> Chair: Ingo Willems Discussants: Joan Calzada and Jeffrey Colvin Leon Pintsov: Information Technology and Mail Productivity C. Cazals, J.-P. Florens & S. Soteri: Outdoor Delivery Costs for Postal Services in UK – Some Results on Scale Economies with Panel Data F. Feve, C. Cazals, J.P. Florens, & B. Roy: Delivery Costs II: Back to Parametric Models
10:40 - 11:00	Coffee Break	<i>Library Lounge</i>
11:00 - 12:40	Concurrent Sessions	<i>Baltimore & Muskerry Rooms</i>
	LIBERALIZATION II <i>Baltimore</i> Chair: George A. Omas Discussants: Eugen Pink, Wolfgang Pordzik, and Antónia Rato R. Bleisch, H.M. Dietl and U. Trinkner: Liberalization and Regulation of the Swiss Letter Market Michael D'Arcy: Postal Services in 2010 – A Discussion Paper on their Regulation in the Post Liberalization Era Greg Harford: New Zealand - A Liberalization Success Story	INTERNATIONAL <i>Muskerry</i> Chair: David W. Spence Discussants: Thomas Baldry, Maurits Lugard, and Rutger Goethart J. Leong, D. Bahar, and D. Papakrivopoulos: ETOEs-Arbitrageurs or Vehicles of Change in Postal Liberalization? Markku Makitalo: How Well the International Postal System is Able to Meet and Reflect the Needs of International Business Erwann Michel-Kerjan & Patrick Lagadec: Critical Network under Threat – The 2002 Paris Conference, Anthrax and Beyond
12:40 - 2:00	Lunch	

Thursday, June 3, 2004 (CONTINUED)

2:00 - 3:30

*Concurrent Sessions**Baltimore & Muskerry Rooms***MARKETS & SUBSTITUTION***Baltimore***ACCESS***Muskerry*

Chair: Charles Fattore

Discussants: Heikki Nikali, Alberto Pimenta, and Leon Pintsov

Chair: Borje Spong

Discussants: James A. Clifton, Leonardo Mautino, and Menahem Spiegel

Luis Jimenez: Electronic Substitution: Myth and Reality**Edward Pearsall:** The Effects of Worksharing and Other Events on U. S. Postal Volumes and Revenues**David Levy & Joy Leong:** Contract Rate Discounts to Prevent or Retard the Loss of Existing Mail Volume**P. De Donder, H. Cremer, & F. Rodriguez:** An Extended Model of Access Pricing in the Postal Sector – Calibration and Results**Maynard Benjamin & Robert J. Muma:** Pursuing the Intelligent Document – A Vision for Paper-Based Communication in the Information Age**E. de Villemeur, H. Cremer, B. Roy, & J. Toledano:** Worksharing, Pricing and Competition in the Postal Market**Kari Elkelä:** Paper or Electronic? Desired and Undesired Reception Channels for Direct Marketing

3:30

Break

7:00

Reception

Library Lounge

8:00 –

Dinner & Speech:

*Baltimore & Muskerry Rooms***John Nolan,** Deputy Postmaster General, United States Postal Service**Friday, June 4, 2004**

7:30

Breakfast

Glandore Restaurant

9:00 - 10:40

*Concurrent Sessions**Baltimore & Muskerry Rooms***REGULATION I***Baltimore***TRANSFORMATION***Muskerry*

Chair: William T. Johnstone

Discussants: Elizabeth Amend, Ian Leigh, and Michael Shinay

Chair: Margaret P. Crenshaw

Discussants: James Sauber, Anthony Vegliante, and Sture Wallander

Ilka Meyne: How much Profit do we need? – Price-Regulation and Economic Profit in a Dynamic Environment**Geoff Bickerton & Lynn Bue:** The Role of Pilot Projects in Facilitating Changes in Work Organization in the Postal Sector – A Canadian Case Study**Thomas Sharkey & David Williams:** U.S. Postal Service Office of the Inspector General – Developing Best Practices for a Postal Watchdog**Richard Eccles:** The UK Postal Services Competition Regulatory Experience**I. Volner, R.L. Brickman, & M. Field:** Postal Reform – A Cross-Industry and International Comparative Analysis of Regulatory Models**B. Schmocker, B. Friedli & M. Finger:** Managing Human Resources While Downsizing

10:40 - 11:00

Coffee Break

Library Lounge

11:00 - 12:40

*Concurrent Sessions**Baltimore & Muskerry Rooms***REGULATION II***Baltimore***PRICING***Muskerry*

Chair: Daniel Krähenbühl

Discussants: Alex Dieke, Paul Seckar, and Wolfgang Pickavé

Chair: David Treworgy

Discussants: Roger Kodat, F. Nader, and Robin Nuttall

P. Dudley & H. Jenkins, L. Mautino, S. Richard: Competition and the Coverage of the Price Control in the Postal Sector**C. Crum, M. Adra, A. Ayub, L. Hope, & M. Plunkett:** Beyond the Shadow – Customized Pricing as a Response to Evolving Customer Expectations**Per Jonsson:** Sweden – Regulatory Challenges in a Liberalised Postal Market**John Hearn & Vanessa Devereux:** Evolution of the Tariff Structure throughout Europe**Paul Smith & Richard Moriarty:** Economic Barriers to Effective Competition in Post – How Should Regulators Respond?**João Confrari:** Power and Discretion in Independent Regulation

Friday, June 4, 2004 (CONTINUED)

12:40 - 2:00	Lunch	
2:00 - 3:30	Concurrent Session	Baltimore & Muskerry Rooms
	COMPETITION LAW	STRATEGY
	<i>Baltimore</i>	<i>Muskerry</i>
	Chair: Catherine Churchard	Chair: Robert Curry
	Discussants: Anton van der Lande, Sten Selander, and Gerard Power	Discussants: Javier Cuesta, Christer Johnson, and Derek Osborn
	Timothy Brennan: Flight of the Flamingo: Using Competition Law to Open Postal Markets	Louis O'Brien: Canada Post Reaps the Benefits from Business Transformation
	Mary Anne Gibbons & Anthony Alverno: Universal Service Operators - Defensive Moves on the Level Playing Field	Nigel Burke: Deregulation in the UK postal sector – The Niche Player's Perspective
	Alessandra Fratini & Fabio Filpo: State aid and public services in the network industries: <i>Altmark vs Chronopost</i>	Hans Strikwerda & Dennis Rijnders: Possible End Games in the European Postal Market – Qui Bone
3:30	Break	
7:00	Reception	Library Lounge
8:00 –	Dinner & Speech: Michael J. Critelli , Chairman and Chief Executive Officer, Pitney Bowes	

Saturday, June 5, 2004

7:00 a.m.	Breakfast	Glandore Restaurant
9:00 - 10:35	SUSTAINING THE USO	Baltimore Room
	Chair: Robert Reisner	
	Discussants: Kristin Bergum, Antonia Niederprüm, and Ian Reay	
	James I. Campbell: History of Universal Service in the United States	
	Phil Burns, Isabelle Carslake, George Houpis & M. Parmar: Liberalization and Downstream Access: Does Downstream Access Facilitate or Substitute for End-to-End Entry in Postal Markets?	
	Gonzales d'Alcantara: Alternative Calibrations of the 'Graveyard Spiral' Model	
10:35 - 11:05	Coffee Break	
11:05 - 12:55	SUSTAINING THE USO (CONTINUED)	Baltimore Room
	Chair: Stephen Ferguson	
	Discussants: Robert Campbell, Alexander Kirschall and John Panzar	
	Robert Cohen, Matthew Robinson, Renee Sheehy, John Waller, & Spyros Xenakis: Possibility of Graveyard Spiral When Both Single-Piece and Bulk Mail Are Contestable	
	Roger Hill, Richard Robinson, & Frank Rodriguez: The Financial Equilibrium of Universal Service Providers in a Liberalized Postal Market	
	Michael A. Crew & Paul R. Kleindorfer: The Graveyard Spiral for a Universal Service Provider under Liberalized Entry	
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
- *Postal and Delivery Services: Delivering on Competition*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 2004

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

All books are published by Kluwer Academic Publishers. For information on ordering the books, please contact Kluwer Academic Publishers www.wkap.nl.

CONFERENCE STAFF

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Conference Chair

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

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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 Association.

The Center for Research in Regulated Industries is pleased to announce that the 13th *Conference on Postal and Delivery Economics* will be held in Belgium in early June 2005.

SPEAKERS, DISCUSSANTS, & CHAIRS

- Anthony Alverno**, Attorney, USPS
Elizabeth Amend, Vice President, Public Affairs, UPS
Maynard H. Benjamin, President, Envelope Manufacturers Association
Thomas Baldry, Director - Mail Import & International Relations, Deutsche Post World Net
Kristin Bergum, Director, Regulatory Affairs, Posten Norge AS
Goeff A. Bickerton, Research Director, Canadian Union of Postal Workers
Reto Bleisch, University of Zurich and Regulatory Affairs –Swiss Post
Timothy J. Brennan, Professor of Policy Sciences and Economics, University of Maryland Baltimore County
Bernard Bukovc, Regulatory Affairs, Osterreichische Post AG
Nigel Burke, Financial Controller, Speedmail International Limited
Joan Calzada, Professor, University of Barcelona
James I. Campbell, Attorney
Robert Campbell, Dean of Arts and Professor of Political Science, Wilfrid Laurier University
Catherine Cazals, Researcher, Manufacture des Tabacs, IDEI - Universite des Sciences Sociales
James A. Clifton, President, Washington Economics Consulting Group, Inc.
Robert H. Cohen, Director, Rates Analysis & Planning, U.S. Postal Rate Commission
Jeffrey Colvin, Manager of Product Cost Analysis, USPS
Joao Confraria, Professor, Faculdade de Ciências Económicas e Empresariais, Universidade Católica Portuguesa
Catherine Churchard, General Counsel, Royal Mail
Margaret P. Crenshaw, Manager, Policy and Pricing, Office of Transformation, USPS
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Javier Cuesta, Director for Strategy and Corporate Development, Correos y Telégrafos
Donal Curtin, Chief Executive, An Post
Robert Curry, Vice President Business Development, Siemens Dematic Postal Automation, LP
Gonzales d'Alcantara, La Poste / De Post Belgium
Michael D'Arcy, D'Arcy Smyth and Associates
Philippe De Donder, Professor, Manufacture des Tabacs, IDEI - Universite des Sciences Sociales
Etienne de Villemeur, IDEI - Universite des Sciences Sociales
Alex Dieke, Economist, Communications, Postal Services and Logistics, WIK-Consult
Helmut M. Dietl, Professor and Chair of Services and Operations Management, Universität Zürich
Paul Dudley, Head of Regulatory Economic Analysis, Royal Mail
Richard Eccles, Partner, Bird & Bird
Kari Elkelä, Development Manager, Finland Post Corporation
Charles E. Fattore: President - Expedited Services, R.R. Donnelley Logistics
Stephen Ferguson, Manager – Regulatory Affairs, An Post
Frédérique Feve, Researcher, Manufacture des Tabacs, IDEI - Universite des Sciences Sociales
Alessandra Fratini, Partner, O'Connor and Company, European Lawyers
Rutger Goethart, Manager - International Regulatory Affairs, TPG Post
Greg Harford, Manager, International Relations, New Zealand Post Limited
Doris Hildebrand, Managing Partner, EE&MC – European Economic & Marketing Consultants GmbH
John Hearn, Project Manager - Postal Regulation, Commission for Communications Regulation
George Houpis, Director, Frontier Economics
Gary S. Jensen, Vice President, Corporate Development & Marketing, Siemens Dematic Postal Automation, LP
Luis A. Jimenez, Senior Vice President and Chief Strategy Officer, Pitney Bowes, Inc.
Christer Johnson, Associate Partner, IBM Business Consulting Services
William T. Johnstone, Secretary of the Board of Governors, USPS
Per Jonsson, Postal Adviser, the Swedish National Post and Telecom Agency
Alexander Kirschall, Director and Head of Competition Law, Deutsche Post World Net
Roger Kodat, Deputy Assistant Secretary for Government Financial Policy, U.S. Department of the Treasury
Daniel Krähenbühl, Economist – Corporate Development, Swiss Post
Patrick Lagadec, Director of Research, Ecole Polytechnique
Ian Leigh, Managing Director, Postwatch
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Pekka Leskinen, General Counsel, Legal Affairs, Finland Post Corporation
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Leonardo Mautino, Communications Division, OXERA
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George A. Omas, Chairman, U.S. Postal Rate Commission
Derek Osborn, Director, E-Biss International
John Panzar, Louis W. Menk Professor of Economics, Northwestern University
Edward S. Pearsall, Consultant
Wolfgang Pickavé, Director, Regulation Strategy, Deutsche Post World Net
Alberto Pimenta, Director-Strategic Development, CTT Correios de Portugal S.A.
Eugen Pink, General Manager, Federal Association of German Postal Service Providers

SPEAKERS, DISCUSSANTS, & CHAIRS (CONTINUED)

- Leon Pintsov**, Pitney Bowes Fellow & Vice President, International Standards & Advanced Technology, Pitney Bowes, Inc.
Michael Plunkett, Manager, Pricing Strategy, USPS
Wolfgang Pordzik, President & CEO, Deutsche Post World Net USA, Inc.
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Menahem Spiegel, Associate Professor of Economics, Rutgers Business School, Rutgers University
Borje Spong, Head of Mergers & Acquisitions, Posten AB
Alfred Stratil, Deputy Director General for Postal and Telecom Affairs, Federal Ministry for Transport, Innovation and Tech.
Hans Strikwerda, Professor, Universiteit van Amsterdam and Nolan, Norton & Co.
Gregory Swinand, Senior Consultant - Regulatory Division, London Economics
David Treworgy, Partner, IBM Business Consulting Services
Mark van der Horst, Chair - European Express Association, UPS
Anton van der Lande, Vice President-Public Affairs International, UPS
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David Treworgy, Partner, IBM Business Consulting Services
Mark van der Horst, Chair – European Express Association, UPS
Ian Volner, Partner, Venable LLP
Sture Wallander, Vice President, International Relations Secretariat, Posten AB

HOTEL INFORMATION

The conference will be held in Cork, Ireland. The conference site is:

Jurys Cork Hotel
Western Road, Cork, Ireland

Phone: +353-21-4252 700; Fax: +353-21-4274 477

http://www.jurysdoyle.com/ireland/jury's_hotel_cork.htm

Hotel reservation forms can be obtained at our web site (<http://crri.rutgers.edu/post/>). The reservation forms must be sent to the Jurys Cork Hotel. The Conference rates for the hotel are € 166 a night for a daily room single use with meals and €224 for double room with meals. There are special rate for two days before and after the conference. Please note on reservation form that you are attending the 12th CPDE (Rutgers University). The deadline for reservations is April 12, after this date we cannot guarantee room availability.

FEES AND EXPENSES

- A registration fee of \$1075 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 Jurys Cork Hotel 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:

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

Fax: 973-353-1348 Email: crri@andromeda.rutgers.edu

Registration is available at <http://crri.rutgers.edu/post/>

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CANCELLATION POLICY: Until April 16, 2004 cancellation is allowed without penalty and refunds will be allowed in full. After this date, the indicated fee is due in full whether or not the participant actually attends. Substitutions may be made at any time.

Signature of Participant: _____