

13th Conference on Postal and Delivery Economics

June 1–4, 2005
Antwerp, Belgium

Presented by

CENTER FOR RESEARCH IN REGULATED INDUSTRIES

Rutgers Business School – Newark and New Brunswick

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Wednesday, June 1, 2005

5:30 - 7:00	Registration	<i>Foyer</i>
7:00	Reception	<i>Diamond Club & Sammy's Bar</i>
8:00	Welcome and Introduction to Conference: Michael A. Crew & Paul R. Kleindorfer	
	Dinner & Speech: Johnny Thijs , CEO – La Poste / De Post Belgium	<i>Scala 3 & 4</i>

Thursday, June 2, 2005

7:30	Breakfast	<i>Windows of Antwerp</i>
9:00 - 10:40	Concurrent Sessions	
	REGULATION & WORKSHARING <i>Scala 3</i>	RESTRUCTURING I <i>Scala 1&2</i>
	Chair: Helen Jenkins	Chair: David Williams
	Discussants: Axel Gautier, Robert W. Mitchell, & Catherine Harper	Discussants: Gene Del Polito, Stephen Ferguson & David Treworgy
	P. De Donder, H. Cremer, P. Dudley & F. Rodriguez: Welfare Implications of Alternative Price Control Structures in the Postal Sector	Joy Leong & Amelia Porges: The Privatization of Japan Post: Ensuring a Level Playing Field
	H. Cremer, E. de Villemeur, B. Roy, & J. Toledano: Worksharing, Competition, and Bypass in the Postal Market	Shoji Maruyama: Competition Structure and Future Reform in Japan: From the Viewpoint of International Comparison
	John Panzar: Combining Liberalization and Unbundling Policies in Postal Markets	V. Ranganathan: The Decline and Fall of the Indian Postal Service
10:40 - 11:00	Coffee Break	
11:00 - 12:40	Concurrent Sessions	
	DEMAND I <i>Scala 3</i>	RESTRUCTURING II <i>Scala 1&2</i>
	Chair: George A. Omas	Chair: Charles E. Fattore
	Discussants: Heikki Nikali & Menahem Spiegel	Discussants: Robin Nutall, Leon Pintsov & Thomas Sharkey
	Matthew Harding: Mail Demand Models	John Haldi & William J. Olson: Enhancing Competition By Unbundling the Postal Administration
	Peter Koppe: Demand for Postal Products in Dependence on Communications Requirements	R. Santos, A. Pimenta & S. Beatriz Henriques: Accessing the Cost of the Portuguese Postal Network
	Urs Trinkner & Martin Grossman: Short and long run Trends of Mail Demand in Switzerland	Edward Pearsall: How Efficient Is the U. S Postal Service?
12:40 - 2:00	Lunch	<i>Windows of Antwerp & Sammy's Bar</i>

Thursday, June 2, 2005 (CONTINUED)

2:00 - 3:30	Concurrent Sessions	
	PRICING <i>Scala 3</i>	LEGAL <i>Scala 1&2</i>
	Chair: Robert Curry Discussants: Alex Dieke, Siôn Jones & David Murphy	Chair: Catherine Churchard Discussants: Joy Leong, Damien Geradin, & Mark van der Horst
	Joan Calzada: The Regulation of the Access Charges under Two-tier Pricing	Fernando Diez Estella: Abusive Practices in the Postal Services
	B. Friedli, M. Finger, D. Krähenbühl, U. Trinkner: Exploring the "Last Mile" in the Postal Sector	Richard Eccles & Pauline Kuipers: Differential Postal Services Regulatory Experiences in the EC Member States
	Roger Hill & Richard Robinson: Establishing Non-Uniform Access Prices in the U.K.	Alessandra Fratini & Fabio Filpo: The New EC Framework for State Aid to Public Services: Where Do We Stand Now?
3:30	Break	
7:00	Reception	Diamond Club & Sammy's Bar
8:00 –	Dinner & Speech: James C. Miller III , Chairman of the Board of Governors, USPS	Scala 3&4

Friday, June 3, 2005

7:30	Breakfast	<i>Windows of Antwerp</i>
9:00 - 10:40	Concurrent Sessions	
	DEVELOPMENT <i>Scala 3</i>	INNOVATIONS <i>Scala 1&2</i>
	Chair: Thomas Baldry Discussants: Anthony Alverno, David Rawnsley, & David Stubbs	Chair: Bill Worth Discussants: Michael MacClancy, & Stanley Wong
	George Houpis, Almudena Lara & Mark Williams: Valuing and Financing the Universal Postal Service in a Liberalised Market - Lessons from a Developing Country	Helmut Dietl, C. Felisberto, M. Finger, A. Grütter & M. Lutzenberger: The Effect of Regulation on Innovation in the Postal Sector
	Charles Kenny: Questioning the Monopoly-Supported Postal USO in Developing Countries	J. Leong, D. Levy, M. Plunkett, L. Buc: The Evolution of NSAs in the United States from Capital One to Bank One
	Ralf Wojtek: A Future for the UPU	Michael Plunkett & Jessica Dauer: Acquisition Mail and the Lifetime Customer Value
10:40 - 11:00	Coffee Break	
11:00 - 12:40	Concurrent Sessions	
	LIBERALIZATION & QUALITY <i>Scala 3</i>	DEMAND II <i>Scala 1&2</i>
	Chair: Ingo Willems Discussants: João Castro, Leonardo Mautino, & Anton van der Lande	Chair: John A. Reynolds Discussants: Michael Scott & Alan Robinson
	Tom Balogh, Roisin Doherty, Ian Leigh & Richard Moriarty: The Economic Implications of Quality of Service Regulation in a Liberalised Postal Market	R. Cohen, M. Robinson, J. Waller, & S. Xenakis: Upstream Advantages of Incumbents
	Gregory Swinand & Siôn Jones: Estimation of Consumers' Willingness to Pay for Quality of Service in Post	Luis Jimenez, Y. Suczek, E. Diakova & C. Szeto: Generational Analysis of Mail Users
	John Hearn: Ensuring Provision of Universal Service in a Fully Liberalised Market	F. Nader: Analysis of Shifts among Postal Products

Friday, June 3, 2005 (CONTINUED)

12:40 - 2:00	Lunch	<i>Windows of Antwerp & Sammy's Bar</i>
2:00 - 3:30	Concurrent Session	
	COMPETITION	<i>Scala 3</i>
	Chair: Doris Hildebrand	
	Discussants: Paul Smith & Vincenzo Visco-Comandini, & Ian Volner	
	Eric van Damme: Regulating Access to Stimulating Competition?	
	Denis Sparas & Natasa Kocjancic: Essential Facility Doctrine - Access to the Network	
	Sean Ennis: When is Postal Delivery a Natural Monopoly?	
	TRANSFORMATION & STRATEGY	<i>Scala 1&2</i>
	Chair: Lars Vesterlund	
	Discussants: Derek Osborn, Robert Reisner, & Michael Shinay	
	Bernhard Bukovc & Jutta Fabjan: The Blind Men and the Elephant or the Need to Reinvent the USO	
	John Dodgson & Jan Peter van der Veer: Postal Business Strategies in Europe	
	Eugene A. Columbo: The Postal Choice - Traditional, Evolutionary or Revolutionary	
3:30	Break	
7:00	Reception	<i>Diamond Club & Sammy's Bar</i>
8:00 –	Dinner & Speech: Stefan Keh , President - Postal Automation Division, Siemens AG	<i>Scala 3&4</i>

Saturday, June 4, 2005

7:00	Breakfast	<i>Windows of Antwerp</i>
9:00 - 10:35	USO I	<i>Scala 1&2</i>
	Chair: Ralph Carter	
	Discussants: Geoff Bickerton, Robert Campbell, & Wolfgang Pickave	
	Per Jonsson: The Real Graveyard Spiral	
	Peter Karlsson: The Costs of USO and the Pricing of Postal Services – the Experiences of Finland Post	
	Bernard Roy, Xavier Ambrosini & Francois Boldron: Universal Service Obligations in the Postal Sector - Economic Learning from Cross Comparisons	
10:35 - 11:05	Coffee Break	
11:05 - 12:55	USO II	<i>Scala 1&2</i>
	Chair: Bernard Damiens	
	Discussants: Tarjei Weseth, Marc-André LeBlanc, & Sture Wallander	
	Gennaro Scarfiglieri, Paolo Stanzani & Stefano Gori: Assessing USO Burden Sustainability under Different Market Power Conditions	
	Gonzales d'Alcantara: Profitability of the Universal Postal Service Provider in a Free Market with Economies of Scale in Collect and Delivery	
	Michael A. Crew & Paul R. Kleindorfer: Assessing the Welfare Effects of Entry in the Postal Sector	
12:55 - 1:00	Concluding Remarks – Michael A. Crew	
1:00	Lunch (Conference Ends)	<i>Windows of Antwerp</i>

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 M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1992
- *Commercialization of Postal and Delivery Services: National and International Perspectives*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1994
- *Managing Change in the Postal and Delivery Services*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1997
- *Emerging Competition in the Postal and Delivery Services*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1999
- *Current Directions in Postal Reform*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2000
- *Future Directions in Postal Reform*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2001
- *Postal and Delivery Services: Pricing, Productivity, Regulation and Strategy*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2001
- *Postal and Delivery Services: Delivering on Competition*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2003
- *Postal and Delivery Services: Delivering on Competition*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2004
- *Regulatory and Economics Challenges in the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2005

The following is a text on postal economics:

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

All books are published by Springer (formerly Kluwer Academic Publishers). For information on ordering the books, please contact Springer at www.springeronline.com

CONFERENCE STAFF

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Jeremy T. Guenter, Senior Administrative Assistant—CRRI,
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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*.

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SPEAKERS, DISCUSSANTS, & CHAIRS

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- Thomas Baldry**, Director – Mail Import & International Relations, Deutsche Post World Net
- Tom Balogh**, Postal Services Commission
- Geoff A. Bickerton**, Research Director, Canadian Union of Postal Workers
- Bernhard Bukovc**, Head of European and International Affairs, Osterreichische Post AG
- Joan Calzada**, Professor, University of Barcelona
- Robert Campbell**, Dean of Arts and Professor of Political Science, Wilfrid Laurier University
- Ralph Carter**, Senior Attorney, FedEx Express European Services
- João Castro**, Director - Market Regulation Direction, Anacom
- Catherine Churchard**, General Counsel, Royal Mail
- Eugene A. Columbo**, Senior Manager Business and Systems Aligned, BearingPoint
- Robert H. Cohen**, Director, Rates Analysis & Planning, U.S. Postal Rate Commission
- Helmuth Cremer**, Professor of Economics, IDEI - Universite des Sciences Sociales
- Michael A. Crew**, Professor of Economics, Rutgers University
- Robert Curry**, Vice President – Business Development NAFTA, Siemens AG
- Gonzales d'Alcantara**, La Poste / De Post Belgium
- Bernard Damiens**, Chairman of the board, PostEurop aisbl & Director, Strategic and Regulatory Affairs, La Poste/De Post
- Philippe De Donder**, Professor, IDEI - Universite des Sciences Sociales
- Gene Del Polito**, President, Association for Postal Commerce
- Alex Dieke**, Senior Economist, WIK - Wissenschaftliches Institut für Kommunikationen GmbH
- Helmut M. Dietl**, Chair of Services and Operations Management, Universität Zürich
- Fernando Diez Estella**, Commercial Law Professor, Universidad Antonio de Nebrija
- John Dodgson**, Director, NERA
- Richard Eccles**, Partner, Bird & Bird
- Sean Ennis**, Senior Economist, Competition Division, OECD
- Charles E. Fattore**, President - Expedited Services, R.R. Donnelley Logistics
- Stephen Ferguson**, Assistant Secretary, An Post
- Fabio Filpo**, Associate, O'Connor and Company, European Lawyers
- Alessandra Fratini**, Partner, O'Connor and Company, European Lawyers
- Beat Friedli**, Head of Corporate Development, Swiss Post
- Axel Gautier**, Researcher, CORE, Université Catholique de Louvain
- Damien Geradin**, Professor, University of Liège & College of Europe in Bruges. Director, Global Competition Law Centre
- John Haldi**, President, Haldi Associates, Inc.
- Matthew Harding**, Professor, Department of Economics, MIT
- Catherine Harper**, Vice President, Public Affairs, UPS
- John Hearn**, Manager - Postal Regulation, Commission for Communications Regulation Project
- Doris Hildebrand**, Managing Partner, European Economic & Marketing Consultants GmbH
- Roger Hill**, Royal Mail
- Helen Jenkins**, Director, Oxa
- Luis A. Jimenez**, Senior Vice President and Chief Strategy Officer, Pitney Bowes, Inc.
- Siôn Jones**, Divisional Director, London Economics
- Per Jonsson**, Postal Adviser, Postal Affairs Department, National Post and Telecom Agency
- Peter Karlsson**, Finland Post Corporation
- Stefan Keh**, President - Postal Automation Division, Siemens AG
- Charles Kenny**, Senior Economist, The World Bank Group
- Paul R. Kleindorfer**, Professor, University of Pennsylvania
- Natasa Kocjancic**, Head of Postal Division, Agencija za postu in elektronske komunikacije
- Peter Koppe**, Corporate Intelligence, Osterreichische Post AG
- Almudena Lara**, Frontier Economics
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- Matthew Robinson**, Postal Rate and Classification Specialist, U.S. Postal Rate Commission
- Bernard Roy**, Head - Department of Regulatory Economics, La Poste
- Ricardo G. Santos**, Economist, CTT Correios de Portugal S.A.
- Gennaro Scarfiglieri**, Manager - Strategic Planning Direction, Poste Italiane SpA
- Michael Scott**, Senior Advisor, U.S. Department of the Treasury
- Thomas Sharkey**, Director - Strategic Planning and Performance Reporting, Office of the Inspector General, USPS
- Michael J. Shinay**, Associate Partner, IBM Business Consulting Services
- Paul Smith**, Deputy Director, Retail, Postal Services Commission

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David Stubbs, Senior Consultant, Europe Economics

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George Houpis, Director, Frontier Economics

Helen Jenkins, Director, Oxera

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

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Frank Rodriguez, Head of Economics, Royal Mail

Bernard Roy, Head - Department of Regulatory Economics, La Poste

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HOTEL INFORMATION

The conference will be held in Antwerp, Belgium. The conference site is:

Astrid Park Plaza
Koningin Astridplein 7, Antwerp 2018, Belgium
Phone: +32 3 203 12 77; Fax: +32 3 203 12 75

Hotel reservation forms can be obtained at our web site (<http://crri.rutgers.edu/post/>). The reservation forms must be sent to the Astrid Park Plaza. The Conference rates for the hotel are €194 a night for a daily room single use with meals and €272 for double room with meals. The rates for two days before and after the conference are €106 per night for single and €126 for a double. Please note on reservation form that you are attending the 13th CPDE (Rutgers University). The deadline for reservations is May 15th, after this date we cannot guarantee room availability.

FEES AND EXPENSES

- A registration fee of \$1,175 is payable to Rutgers University.
- Food and lodging at the Conference are not included in the registration fee. Breakfast, lunch and dinner are included in the Astrid's rates for lodging. All persons that do not stay at the Astrid Park Plaza will be required to pay for meals separately.
- The conference fee is waived for a limited number of employees of sponsoring organizations.
- Registered participants will be provided with
 - Online access to the conference proceedings
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Please forward the Registration Form to Jeremy T. Guenter at:

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Signature of Participant: _____