

14th Conference on Postal and Delivery Economics

May 31 – June 3, 2006
Bern, Switzerland

Presented by

CENTER FOR RESEARCH IN REGULATED INDUSTRIES

Rutgers Business School – Newark and New Brunswick

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Wednesday, May 31, 2006

5:30 - 7:00	Registration	<i>Hotel Lobby</i>
7:00	Reception	<i>Hotel Lobby</i>
8:00	Welcome and Introduction to Conference: Michael A. Crew & Paul R. Kleindorfer	
	Dinner & Speech: Ulrich Gygi , Chief Executive Officer, Swiss Post	<i>Salon Du Palais</i>

Thursday, June 1, 2006

7:30	Breakfast	<i>Restaurant – La Terrasse</i>
9:00 - 10:40	Concurrent Sessions	
	DEMAND I <i>Münz</i>	COMPETITION LAW <i>Salon Royal</i>
	Chair: Helen Jenkins	Chair: David Glauber
	Discussants: Heikki Nikali & Derek Scully	Discussants: Donald Campbell, Richard Eccles & Mark van der Horst
	Lawrence Fenster, Diane Monaco, Edward Pearsall, Charles Robinson & Spyros Xenakis: A Hedonic Model of the Demand for U.S. Mail	Alessandra Fratini & Fabio Filpo: USO Public Financing at the Crossroad between the Monti Package and the Forthcoming Reform of the Postal Directive
	Matthew Harding: A Panel Data Study of Mail Demand in Advanced Economies	Damien Geradin: Enhancing Competition in the Postal Sector: Can We Do Away with Sector-Specific Regulation?
	Frédérique Fève, Jean-Pierre Florens & Sophie Richard: Microeconomic Demand Modelling of Price Elasticities	Denis Šparaš & Nataša Kocjančič: Future of Terminal Dues System in EU under Directly Applicable Article 81(3) of the Treaty
10:40 - 11:00	Coffee Break	
11:00 - 12:40	Concurrent Sessions	
	PRICING & WELFARE <i>Münz</i>	STRATEGY <i>Salon Royal</i>
	Chair: George Omas	Chair: Charles Fattore
	Discussants: Ilka Meyne & Menahem Spiegel	Discussants: Jutta Fabjan, Derek Osborn & Joseph E. Nash
	John Panzar: ‘Clean’ Mail and ‘Dirty’ Mail – Efficient Work-Sharing Discounts with Mail Heterogeneity	Joy Leong, Amelia Porges & Krista L. Edwards: Regulatory and Economic Issues Relating to Logistics Services Provided by Public Postal Operators
	Etienne Billette de Villemeur, Helmuth Crèmer, François Boldron, & Bernard Roy: Nonlinear Pricing and Worksharing in the Postal Market	Stefano Gori: In a Decade What Type of Cake Will the European Postal Industry Turn Out to Be – a Pan Cake, a Mille-Feuille or a Black Forrest?
	Philippe De Donder, Helmuth Crèmer, Paul Dudley & Frank Rodriguez: A Welfare Analysis of Price Controls with End-to-End Mail and Access Services	Robert Curry, William Dowling, Robert Reisner & Bill Worth: The Oligopsony in the Postal Technology Market and Effects on Purchasing Strategy
12:40 - 2:00	Lunch	<i>Salon Du Palais</i>

Thursday, June 1, 2006 (CONTINUED)

2:00 - 3:30

Concurrent Sessions**WORKSHARING***Münz*

Chair: Michael F. Scanlon

Discussants: James A. Clifton, David M. Levy & Ian D. Volner

Dennis Stoker, Janet Webster & Saadia Bukhari: Economics of the U.S. Postal Service Alternate Access Retail Channels**Axel Gautier:** Dynamic of Entry on the Downstream Segments of the Postal Market**Lawrence Buc, John Panzar & Sander Glick:** Expanding the Scope of Work-Sharing**DEMAND II***Salon Royal*

Chair: Bernard Damiens

Discussants: John Baldwin, Jean-Philippe Ducasse, & Gregor McGregor

Joanne McNeish: Measuring the Impact of Direct Mail on the Brand**Kari Elkelä:** Reception Channel Preferences for Addressed Direct Marketing**Sacramento Costa & Pedro Saldanha:** Letter Mail Facing the Challenge of Electronic Communications

3:30

Break

7:00

Reception

Hotel Lobby

8:00 –

Dinner & Speech: **Patrick R. Donahoe**, Deputy Postmaster General, USPS*Salon Du Palais***Friday, June 2, 2006**

7:30

Breakfast

Restaurant – La Terrasse

9:00 - 10:40

Concurrent Sessions**EFFICIENCY***Münz*

Chair: James C. Miller III

Discussants: John Dodgson & Robert Reisner, & Tarjei Weseth

Alan Horncastle, Emmanuel Thanassoulis, Paul Dudley & Tom Weyman-Jones: Efficiency Analysis in the Postal Sector**P. Smith, R. Moriarty, J. Cubbin, M. Meschi & G. Harman:** Economic Analysis of the Efficiency of Royal Mail Units and the Implications for Regulatory Policy**Jeffrey Colvin, Michael D. Bradley & Mary K. Perkins:** Measuring Scale and Scope Economies in Delivery**DEMAND III***Salon Royal*

Chair: Isabelle Carslake

Discussants: Leonardo Mautino & Alberto Pimenta

Luis Jimenez, Chrystal Szeto, Anna Owsiany & Christian Crews: Simulating the Impact on Mail Volumes of Generational Differences**Peter Koppe & Christian Bosch:** Microanalyses of Mail Demand Drivers**Catherine Gallet-Rybak Julien Coulier & Françoise Berthélémy:** The Expectations of Single Piece Mail Customers

10:40 - 11:00

Coffee Break

11:00 - 12:40

Concurrent Sessions**REGULATION***Münz*

Chair: Robert W. Mitchell

Discussants: Joao Castro, Alessandra Fratini & Anton van der Lande

Germà Bel & Joan Calzada: Role of the Regulatory Authorities in the Liberalization of the European Postal Sector**Gregory Swinand:** Incorporating Quality of Service Measures into Incentive-based Pricing for Post**Joost Vantomme & Xavier Martin:** The Postal Ex-Ante Regulatory Framework in Light of the Attempt of the European Union to Apply a Horizontal Approach**DEREGULATION & COMPETITION** *Salon Royal*

Chair: David Williams

Discussants: Bernhard Bukovc, James Sauber, & Michael Scott

Geoff Bickerton, Deborah Bourque & Katherine Steinhoff: Postal Deregulation – Its Impact on Post Office Workers and the Response of the Postal Unions**Alan Robinson & Herve Aitken:** How Differences in Labor Relations Challenges Affect Competition in Postal and Parcel Delivery Markets**Peter Swattridge, Derek Sibley & Mark Gillespie:** Regulatory Assessment of Cost Reflectivity: Principles Applied in Transition to Size Based Pricing

Friday, June 2, 2006 (CONTINUED)

12:40 - 2:00	Lunch			<i>Salon Du Palais</i>
2:00 - 3:30	Concurrent Session			
	MARKET OPENING	<i>Münz</i>	COST	<i>Salon Royal</i>
	Chair: Torstein Olsen		Chair: Ingo Willems	
	Discussants: Thomas Baldry, Helmut Dietl & Shoji Maruyama		Discussants: Michael Shinay, David Stubbs, & Vincenzo Visco Comandini	
	Xavier Ambrosini & Olaf Klargaard: From Theory to Practice – Vertical Relations in the French Postal Market		John Hearn: The Implications of Full Market Opening for Cost Accounting by Universal Service Providers	
	Gonzales d’Alcantara & Bernard Amerlynck: Universal Service Provider's Strategies within a Fully Opened Postal Market		Richard Robinson, John Ward & Rupert Booth: Cost Allocation to Support the Pricing of Mails Services	
	R. Cohen, P. Jonsson, M. Robinson, S. Selander, J. Waller & S. Xenakis: The Impact of Liberalizing the Swedish Postal Market on Cost and Welfare		Urs Trinkner, Medhi Farsi & Massimo Filippini: The Optimal Size of Mail Delivery Units	
3:30	Break			
7:00	Reception			<i>Hotel Lobby</i>
8:00 –	Dinner & Speech: James I. Campbell, Jr. Counsel, Sidley Austin LLP			<i>Salon Du Palais</i>

Saturday, June 3, 2006

7:00	Breakfast			<i>Restaurant – La Terrasse</i>
9:00 - 10:35	USO I			<i>Salon Royal</i>
	Chair: Pekka Leskinen			
	Discussants: Kristin Bergum, Robert Campbell, & Alex Dieke			
	Beat Friedli, Daniel Krähenbühl, Ole Bach Nielsen, Søren-Michael Pihl, Urs Trinkner: Consumer Preferences and Last Mile Pricing in the Postal Sector			
	Jose Anson, Rudy Cuadra & Joelle Toledano: Towards New Postal Economics Paradigms for Developing Countries – What We Can Learn from the Latin American Experience			
	Gennaro Scarfiglieri & Emiliano Piccinin: Assessing USO Burden Sustainability under Different Market Power Conditions			
10:35 - 11:05	Coffee Break			
11:05 - 12:55	USO II			<i>Salon Royal</i>
	Chair: Stephen Ferguson			
	Discussants: Matthias Finger, Michael MacClancy & Sture Wallander			
	Michael A. Crew & Paul R. Kleindorfer: The Welfare Effects of Innovative Approaches to the USO under Entry			
	Leon Pintsov, Teresa Biasi, & Andrei Obrea: Unbundling the Mail Stream - Analysis of an Innovative Approach to USO			
	François Boldron & Bernard Roy: From the Size of the Box to the Cost of Universal Service Obligation: a Cross Country Comparison			
12:55 - 1:00	Concluding Remarks – Michael A. Crew			
1:00	Lunch (Conference Ends)			<i>Salon Du Palais</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
- *Progress toward Liberalization of the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2006

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

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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.

SPEAKERS, DISCUSSANTS & CHAIRS

- Xavier Ambrosini**, Competition and Strategic Diagnostic Expert, La Poste
- Jose Anson**, Economist, Universal Postal Union
- Thomas Baldry**, Director – International Relations, Deutsche Post World Net
- John Baldwin**, Head of International Affairs, Communication Workers Union
- Kristin Bergum**, Director, Posten Norge AS
- Theresa Biasi**, Manager, Pitney Bowes, Inc.
- Geoff A. Bickerton**, Research Director, Canadian Union of Postal Workers
- Francois Boldron**, La Poste
- Christian Bosch**, Marketmind GesmbH
- Michael D. Bradley**, Professor of Economics, George Washington University
- Lawrence G. Buc**, President, SLS Consulting
- Bernhard Bukovc**, Head of European and International Affairs, Österreichische Post AG
- Joan Calzada**, University of Barcelona
- Donald Campbell**, Counsel, Canada Post Corporation
- James I. Campbell, Jr.**, Counsel, Sidley Austin LLP
- Robert Campbell**, President Designate, Mount Allison University
- Isabelle Carslake**, Consultant, Frontier Economics
- Joao Castro**, Director - Market Regulation Direction, Anacom
- James A. Clifton**, President, Washington Economics Consulting Group, Inc.
- Robert H. Cohen**, Independent Consultant
- Jeffrey Colvin**, Manager of Product Cost Analysis, USPS
- Sacramento Costa**, Economist, CTT Correios de Portugal S.A.
- Julien Coulier**, Universal Service Expert, Postal Regulation Department, ARCEP
- Michael A. Crew**, CRRI Scholar and Director – CRRI, Rutgers University
- Robert Curry**, Vice President Business Development NAFTA, Siemens Dematic Postal Automation, LP
- Gonzales d'Alcantara**, Economic Expert, d'Alcantara Economic Consulting
- Bernard Damiens**, Chairman of the board, PostEurop aisbl & Director, Strategic and Regulatory Affairs, La Poste/De Post
- Philippe De Donder**, Professor, IDEI
- Etienne Billette de Villemeur**, Professor of Economics, IDEI
- Alex Dieke**, Head of Department - Postal Services and Logistics, WIK - Wissenschaftliches Institut für Kommunikationen
- Helmut Dietl**, Professor, Universität Zürich
- John Dodgson**, Director, NERA Economic Consulting
- Patrick R. Donahoe**, Deputy Postmaster General, USPS
- William J. Dowling**, Consultant, WJD Associates
- Jean-Philippe Ducasse**, Director - Global Postal Strategy, Pitney Bowes, Inc.
- Paul Dudley**, Head of Regulatory Economic Analysis, Royal Mail
- Richard Eccles**, Partner, Bird & Bird
- Kari Elkälä**, Development Manager, Finland Post Corporation
- Jutta Fabjan**, EU and Regulatory Affairs, Österreichische Post AG
- Medhi Farsi**, Swiss Federal Institute of Technology Zurich
- Charles E. Fattore**, President - Expedited Services, R.R. Donnelley Logistics
- Lawrence Fenster**, U.S. Postal Rate Commission
- Stephen Ferguson**, Assistant Secretary, An Post
- Frédérique Fève**, Professor, IDEI
- Massimo Fillipini**, Professor in Economics, University of Lugano
- 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**, Core and facultés universitaires St-Louis, Brussels
- Damien Geradin**, Professor of Competition Law and Economics, University of Liège
- David Glauber**, Managing Director – Legal and Regulatory Affairs, FedEx
- Stefano Gori**, Pitney Bowes & University of the West of England
- Ulrich Gygi**, Chief Executive Officer, Swiss Post
- Matthew Harding**, Professor, MIT
- John Hearn**, Project Manager – Postal Regulation, Commission for Communications Regulation
- Helen Jenkins**, Managing Director, Oxera
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- Peter Koppe**, Corporate Intelligence, Österreichische Post AG
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- Derek Scully**, Consultant, London Economics

SPEAKERS, DISCUSSANTS & CHAIRS (CONTINUED)

Sten Selander, Director, National Post and Telecom Agency

Michael Shinay, Associate Partner, IBM Global Business Services

Paul Smith, Deputy Director - Retail, Postal Services Commission

Denis Šparaš, Specialist II for Postal Regulation, Agencija za pošto in elektronske komunikacije Republike

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Chrystal Szeto, Corporate Strategy Analyst, Pitney Bowes, Inc.

Urs Trinkner, Swiss Post

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David Williams, Inspector General, USPS

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Frank Rodriguez, Head of Economics, Royal Mail

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

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Sture Wallander, Vice President, International Relations Secretariat, Posten AB

Ingo Willems, Vice President, A.T. Kearney GmbH

David Williams, Inspector General, USPS

HOTEL INFORMATION

The conference will be held in Bern Switzerland. The conference site is:

Hotel Bellevue Palace
Kochergasse 3 – 5
3011 Bern, Switzerland

Phone: +41 (0)31 320 45 45; Fax: +41 (0)31 311 47 43

Hotel reservation forms can be obtained at our web site (<http://crri.rutgers.edu/post/>). The reservation forms must be sent to the Hotel Bellevue Palace. The Conference rates for the Bellevue Palace are CHF 380 a night for a daily room single use with meals and CHF 540 for double room with meals. There will also be rooms available in the Hotel Bristol, rates for the Bristol are CHF 310 a night for a daily room single use with meals and CHF 500 for double room with meals. The rates for two days before and after the conference at the Bellevue Palace are CHF 240 per night for single and CHF 280 for a double; at the Hotel Bristol are CHF 170 per night for single and CHF 220 for a double. Please note on reservation form that you are attending the 14th 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 \$1,230 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 rates for lodging. All persons that do not stay at either the Hotel Bellevue Palace or the Hotel Bristol will be required to pay for meals separately.
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