

21st Conference on Postal and Delivery Economics

May 29th - June 1st, 2013

Portmarnock, County Dublin, IRELAND

Presented by

CENTER FOR **R**ESearch IN **R**EGULATED **I**NDUSTRIES

Rutgers Business School – Newark and New Brunswick

Sponsored by

Royal Mail
Deutsche Post DHL
bpost
La Poste
R.R. Donnelley & Sons Company
United Parcel Service
Consumer Futures
Pitney Bowes
Siemens Industry - Mobility
U.S. Postal Regulatory Commission
Itella Corporation
Poste Italiane
ANACOM
ARCEP
FedEx Express
FTI
KPMG LLP
NERA Economic Consulting
PostNL
Swiss Post
IBM Global Business Services
Oxera
Venable LLP

Bird & Bird LLP
Canadian Union of Postal Workers
Commission for Communications Regulation
Copenhagen Economics
Frontier Economics
International Post Corporation
London Economics
National Association of Letter Carriers
Posten Norge AS
Accent
An Post
Association for Postal Commerce
Communication Workers Union
Covington & Burling
BIEK
Diversified Specifics
FratiniVergano-European Lawyers
Institute for Postal Commerce
K&L Gates LLP
New Zealand Post Limited
GrayHair Advisors
Luis Jimenez Consulting LLC
Swiss Economics

21st Conference on Postal and Delivery Economics

Wednesday, May 29, 2013

- 5:30 - 7:00 Registration
7:00 Reception
8:00 Welcome and Introduction to Conference: **Michael A. Crew & Tim Brennan**
Dinner & Speech: - **Donal Connell, Chief Executive Officer, An Post**

Thursday, May 30, 2013

- 7:00 Breakfast
- 9:00 - 10:30 **Concurrent Sessions**
- | | <i>Moyne Suite</i> | <i>Links Suite</i> |
|--|--------------------|--|
| DEMAND ELASTICITY | | MANAGING CHANGE |
| Chair: Frank Rodriguez | | Chair: Joost Vantomme |
| Discussants: Leticia Veruete-Mckay, Meloria Meschi | | Discussants: Robert Campbell, Mohammad Adra |
| Katalin Clendenin, Margaret M. Cigno and Edward S. Pearsall: Are U.S. Postal Price Elasticities Changing? | | John Baldwin, Emanuel de Lange, and Natalie Jacottet: Postal Workers at the Heart of Innovation |
| Gregory P. Swinand and Hugh Hennessey: Estimating Demand Elasticities using the PCAIDS Method | | Benjamin Gough: The national champion approach to postal operators: the case of the Netherlands |
| Thomas Bozzo, Kristen Capogrossi, Kelly Eakin, John Pickett, & Mithuna Srinivasan: Are Postal Price Elasticities “In Flux?” Evidence from Market-Dominant Products of the U.S. Postal Service | | Dominique Bailly and Margaux Meidinger: Grasping the Social Potential of Diversification |
- 10:30 - 10:50 Coffee Break
- 10:50 - 12:20 **Concurrent Sessions**
- | | <i>Moyne Suite</i> | <i>Links Suite</i> |
|--|--------------------|--|
| PARCELS I | | NET COST I |
| Chair: Nancy Sparks | | Chair: Joost Callaert |
| Discussants: Luis Jimenez, Meloria Meschi | | Discussants: Paul Hodgson, Philippe De Donder, Elyasaf Assulin |
| Claire Borsenberger, Denis Joram & Sébastien Lécou: The Pricing Strategies of E-Retailers Regarding Shipping Fees | | Frédéric Fustier, Lionel Janin and Racha Sahly: Net Cost Calculation – A Practical Example Concerning La Poste and Its Territorial Presence Obligation |
| Joost Vantomme: Re-regulation for Parcel Delivery in the E-Commerce Context? | | George Houpis, Isabelle Carslake, and Christian Strobel: The net cost of the USO under the profitability cost approach: implications of labour market conditions for the net cost calculation |
| Filipa Silva and Carlos Costa: The Growing Interaction between the E-commerce and the Parcels Markets | | Andreas Haller, Christian Jaag and Urs Trinkner: Calculating the Net Cost of Home Delivery |
- 12:20 - 1:40 Lunch
- 1:40-2:40 **Concurrent Sessions**
- | | <i>Moyne Suite</i> | <i>Links Suite</i> |
|--|--------------------|---|
| INNOVATION I | | COUNTRY EXPERIENCE I |
| Chair: George Kuehnbaum | | Chair: Leonardo Mautino |
| Discussants: Soterios Soteri, Mary K. Perkins | | Discussants: Geoff Bickerton, Stephen Littlechild |
| Laraine Balk Hope, Bruce Marsh, and Virgil Ian Stanford: Peer-to-Peer Commerce – Implications and Opportunities | | Chris Rowsell: The UK’s New Regulatory Framework for Postal Services – One Year On |
| Kari Elkela, Heikki Nikali, and Chris J. Paterson: Comparative Study – Digitalization of Consumer Invoices | | Paul Hodgson, Helen Duignan & Malcolm Shaw: USO Revisited in New Zealand |

21st Conference on Postal and Delivery Economics

Thursday, May 30, 2013 (Continued)

2:45-3:45

Concurrent Sessions

INNOVATION II

Moyne Suite

Chair: Jody Berenblatt

Discussants: Michael Scanlon, David Levy

Caroline Sheedy and Maria Moloney: Leveraging the Postal Infrastructure for the Authentication of Individuals towards an Online Service Provision

Jessica Lowrance and Jim Cochrane: USPS Embraces the Benefits of Informed Visibility

Break

3:45

7:00

Reception

8:00 – Dinner & Speech: **Ruth Goldway, Chairman United States Postal Regulatory Commission**

Friday, May 31, 2013

7:00

Breakfast

9:00 - 10:30

Concurrent Sessions

LEGAL

Moyne Suite

Chair: Marjolein Geus

Discussants: Joseph Fuhr; Elyasaf Assulin

Alessandra Fratini: The New Directive on the Award of Concession Contracts: Implications for USO Entrustment and Compensation

Damien Geradin and Christos Malamataris: EU Competition Law in the Postal Sector -- Recent Developments

Alessandra Fratini, Quirino Brindisi, Fabio Filpo, Gennaro Scarfiglieri and Giuseppe Scarpato: The Benchmark Operator under the Infamous Altmark's Fourth Condition – the Case of Poste Italiane

10:30 - 10:50

Coffee Break

10:50 - 12:20

Concurrent Sessions

PRICING

Moyne Suite

Chair: Rob Sheldon

Discussants: Ian Streule, Brian Fay, Almast Diedrich

Shaun Kent: Affordability of UK Universal Postal Services

Klingenberg, J. P., Chris Laver, and Claude Lawrence: Postal Pricing and Profit Making in a Capped Regime

Joakim Levin, Åsa Gustafsson, Anders Hildingsson and Sten Selander: Transparency and Non-discrimination in Postal Pricing

EFFICIENCY

Links Suite

Chair: Siôn Jones

Discussants: Jan Smedts

Henrik B. Okholm and Anna Möller: Cost Allocation According to the Postal Directive – A Useful Multi-Tool or Not?

Stefano Gori and Maria Rita Pierleoni: Cost Efficiency Using Mixed DEA with Tobit Technique

PARCELS II

Links Suite

Chair: Doris Hildebrand

Discussants: Mark van der Horst, Henrik B. Okholm

Claire Borsenberger, Helmuth Cremer, Philippe De Donder, Denis Joram, and Sébastien Lécou: Pricing of Delivery Services by Postal Operators in the E-Commerce Sector

Annegret Groebel, Martin Balzer, Tobias Katzschmann, Alex Kalevi Dieke and Antonia Niederprüm: Market Analysis and Segmentation for Parcel Markets in Times of Emerging E-Commerce

Herbert Götz: A Road Map to European Cross Border E-Commerce

NETWORKS

Links Suite

Chair: Ruth Goldway

Discussants: Angela Cox, Carline Sheedy

Lyudmila Bzhilyanskaya, Michael Ravnitzky and J.P. Klingenberg: A Quantitative Approach to the Effective Consolidation of the U.S. Postal Retail Network

Alain Roset, Paul R. Kleindorfer, Stefan Spinler and Matthias Winkenbach: Enabling Urban Logistics Operations at La Poste through Integrated Location-Routing

Claire Borsenberger: Accessibility/Proximity in the Digital Age – What Does It Mean for Postal Networks and Postal Services?

Friday, May 31, 2013 (Continued)

12:20 - 1:40 Lunch

1:40 - 2:40 **Concurrent Sessions****INNOVATION III***Moyne Suite*

Chair: Bill Worth

Discussants: Maria Moloney

Geoff Bickerton, Katherine Steinhoff and James Sauber: Banking on a Future for Posts? A Financial Assessment of Postal Banking and Financial Services at Various Postal Administrations

Tim Walsh: Strategic Marketing and the Postage Meter Payment Channel

COUNTRY EXPERIENCE II*Links Suite*

Chair: Stevie Fitzpatrick

Discussants: Peter Andersson, Tarjei Weseth

Martin Maegli and Christian Jaag: Universal Postal Services in Switzerland in the Revised Postal Act

Libor Svadlenka, Daniel Salava, and Alexander Chlaň: Ensuring of the universal postal service in the fully liberalized Czech postal market

2:45 – 3:45 **Concurrent Sessions****NET COST II***Moyne Suite*

Chair: Jean-Paul Forceville

Discussants: Alex Dieke, Lionel Janin

Christian Jaag, Urs Trinkner and Topias Uotila: Regulation and the Unfair Burden of the USO Net Cost

Gennaro Scarfiglieri, Marcello Cuomo, Tommaso Nardone, and Alberto Rovero: On the Measurement of Market and the Intangible Benefits – the Case of Poste Italiane

USO*Links Suite*

Chair: Peter Burge

Discussants: Stuart Holder, Almast Diedrich

Jeff Colvin, Michael Bradley & Mary Perkins: On Alternative USO Financing Mechanisms for the U.S. Postal Market

Juliet Young and Essie Barnett: The Reasonable Needs of Postal Users in the UK

3:45 Break

7:00 Reception

8:00 – Dinner & Speech: **Joseph Corbett, Chief Financial Officer, United States Postal Service****Saturday, June 1, 2013**

7:00 Breakfast

10:35 – 11:00 Coffee Break

9:00 - 10:35 **Concurrent Sessions****MARKET DEFINITION***Moyne Suite*

Chair: John Evans

Discussants: Paul Dudley, Doris Hildebrand

Timothy Brennan and Michael Crew: Gross Substitutes versus Marginal Substitutes – Implications for the Postal Sector

S. Breville, A. Le Gal, and S. Lecou: Substitution and Complementarity between Direct Mail and Other Media Channels

Helen Smith: Access Pricing Challenges in Liberalized Postal Markets – Can Other Industries Provide Any Insights?

REGULATION*Links Suite*

Chair: Ralf Wojtek

Discussants: Jan Bart Henry, Sture Wallander

Richard Eccles: The Regulatory Treatment of End-to-End Competition in the UK Postal Sector

John Hearn: Delivering the Goods to Households – Would Regulation Help or Hinder??"

James I. Campbell, Jr.: DOHA Congress of the Universal Postal Union

21st Conference on Postal and Delivery Economics

11:10-12:45

Concurrent Sessions

SURVIVAL

Chair: Robert Hammond

Discussants: Jean-Philippe Ducasse

Stefano Gori: Applying the Survivor Technique to the Postal Sector

Pekka Leskinen; Päivi Rokkanen, Peter Karlsson

Iiona Rintanen: Social Media will Drive the Whole Postal Industry Regulation and the USO into Change – What Could These Changes Be?”

Adam Houck and Eric Grorud: Eat or Be Eaten: A Study in Strategic Cannibalization and Transformation and Implications for the United States Postal Service

Moyne Suite

GOVERNANCE

Chair: Michael Scanlon

Discussants: David Levy, Robert Campbell

William E. Kovacic: Crisis, Regulatory Reform and the United States Postal Service

Michael Crew and Richard R. Geddes: SOE Governance and the U.S. Postal Service

Kirk Kaneer and Shoshana Grove: Adapting America's Regulatory Framework to the Global-Digital Age

Links Suite

12:45

Lunch (Conference Ends)

POSTAL AND DELIVERY ECONOMICS PUBLICATIONS

The following edited books resulted from Previous CRRRI Postal Events:

- *Reforming the Postal Sector in the Face of Electronic Competition*; edited by M.A. Crew and P.R. Kleindorfer, Edward Elgar, forthcoming 2013.
- *Multi-Modal Competition and the Future Of Mail*, edited by M.A. Crew and P.R. Kleindorfer, Edward Elgar, 2012.
- *Reinventing the Postal Sector in an Electronic Age*, edited by M.A. Crew and P.R. Kleindorfer, Edward Elgar, 2011
- *Heightening Competition in the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer, Edward Elgar, 2009
- *Postal Reform*, Edited by James I. Campbell, Jr., Michael A. Crew and Paul R. Kleindorfer, Edward Elgar, Dec 2008
- *Competition and Regulation in the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer, Edward Elgar, 2008
- *Liberalization of the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer, Edward Elgar, 2007
- *Progress toward Liberalization of the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer, Springer, 2006
- *Regulatory and Economics Challenges in the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2005
- *Competitive Transformation of the Postal and Delivery Sector*; edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2004
- *Postal and Delivery Services: Delivering on Competition*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2003
- *Postal and Delivery Services: Pricing, Productivity, Regulation and Strategy*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2001
- *Future Directions in Postal Reform*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2001
- *Current Directions in Postal Reform*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2000
- *Emerging Competition in the Postal and Delivery Services*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1999
- *Managing Change in the Postal and Delivery Services*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1997
- *Commercialization of Postal and Delivery Services: National and International Perspectives*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1994
- *Regulation and the Nature of Postal and Delivery Services*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1992
- *Competition and Innovation in Postal Services*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1991

The following are texts on postal economics:

- *Handbook of Worldwide Postal Reform*, edited by M.A. Crew, P.R. Kleindorfer, and James I. Campbell, Jr., Edward Elgar, 2009.
- *The Economics of Postal Service*, by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1992

These books are published by Springer and Edward Elgar. For information on ordering the books is available at either www.springeronline.com or <http://www.e-elgar.co.uk/>.

CRRRI

The **Center for Research in Regulated Industries (CRRRI)**, 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 thirty 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. CRRRI was the recipient of The Hermes Award, 1992, awarded by the European Express Association.

21st Conference on Postal and Delivery Economics

CONFERENCE STAFF

Professor Michael A. Crew, *Conference Co-Chair*
Director and CRRI Professor of Regulatory Economics
Center for Research in Regulated Industries
Rutgers University
1 Washington Park, Room 1104
Newark, NJ 07102-1897, USA
Telephone: 973-353-5049 (Office); 973-353-1348 (fax)
Michael A. Crew: 908-221-0524 (Home)
Email: mcrew@business.rutgers.edu (Michael Crew)
crr@business.rutgers.edu (CRRI Administrative Asst)

Professor Timothy Brennan, *Conference Co-Chair*
Professor of Public Policy,
Department of Public Policy
University of Maryland, Baltimore County
Email: brennan@umbc.edu

SPEAKERS, DISCUSSANTS & CHAIRS

Mohammad Adra, USP-SOIG
Stephen Agar, Director of Regulated Business, Royal Mail
Torsti Alhava, Communications Market Specialist, Finnish Communications Regulatory Authority (FICORA)
Peter Andersson, Professor, Linköping University
José Ansón, Economist, Universal Postal Union
Elyasaf Assulin, Ministry of Communications, Isreal
Dominique Bailly, Director of HR Strategy Management, La Poste
Thomas Baldry, Senior Vice President, Export/Import Classic, Global Mail Operations, Deutsche Post DHL
Jody Berenblatt, Senior Advisor, Grayhair Advisors
Geoff Bickerton, Research Director, Canadian Union of Postal Workers
Claire Borsenberger, Economist, La Poste – European and National Regulation Division
Peter Burge, RAND Europe
Joost Callaert, Senior Advisor, BIPT-IBPT
James I. Campbell, Jr., Attorney, Office of James I. Campbell Jr.
Robert Campbell, President and Vice-Chancellor, Mount Allison University
Isabelle Carslake, Frontier Economics
Margaret Cigno, Director, Office of Accountability and Compliance, US Postal Regulatory Commission
Jeff Colvin, USPS-OIG
Angela Cox, Manager – Market Research, International Post Cooperation
Helmuth Cremer, Professor of Economics, IDEI Toulouse School of Economics
Michael A. Crew, Director and CRRI Professor of Regulatory Economics, Rutgers University
Philippe De Donder, Professor, IDEI
Stephen De Matteo, Post & Logistics Director, UNI Global Union
Alex Dieke, Head of Department, WIK GmbH
Brian Fay, Head of Regulatory Affairs, An Post
Joseph Fuhr, Widener University
Almst Diedrich, PostNL
Jean-Philippe Ducasse, Director J-P. Ducasse Consulting
Paul Dudley, Scottish Water
Richard Eccles, Partner, Bird & Bird LLP
Kari Elkelä, Development Manager, Itella Corporation
John Evans, Divisional Manager, Monopolies Division The Competition Authority, Ireland
Stevie Fitzpatrick, Communication Workers Union UK/Ireland
John Fletcher, Director, KPMG London
Jean-Paul Forceville, Director, External Relations, La Poste
Alessandra Fratini, Partner, Fratini Vergano - European Lawyers
Damien Geradin, Professor of competition law & economics, Tilburg University; partner, Covington & Burling, Brussels
Marjolein Geus, Partner, Bird & Bird LLP
Herbert Götz Director Marketing, International Post Cooperation
Benjamin Gough, Policy Advocate, Consumer Futures
Annegret Groebel, Head of Department, Federal Network Agency
Robert Hammond, Director of Postal Policy and Regulation, Consumer Futures

John Hearn, Formerly, ComReg
Sven Heitzler, Management Consultant, Detecon International GmbH
Jan Bart Henry, Head of EU Affairs, Public Affairs, PostNL
Doris Hildebrand, Managing Partner EE&MC-European Marketing Consultants and Professor of Economics, University of Brussels
Paul Hodgson, New Zealand Post
Stuart Holder, Associate Director, NERA Economic Consulting
George Houpis, Director, Frontier Economics
Natalie Jacottet, CWU UK/Ireland
Christian Jaag, Managing Partner, Swiss Economics
Lionel Janin, Chief of Unit Authorizations and Universal Service Postal Activities Department, ARCEP
Luis Jimenez, Managing Director, Luis Jimenez Consulting
Siôn Jones, London Economics
Denis Joram, Chief Economist, La Poste – European and National Regulation Division
Kirk Kaneer, Economist, USPS-OIG
Tobias Katzschmann, Deputy Head of Section International Post Relations and License Monitoring, Federal Network Agency
Shaun Kent, Ofcom
J.P. Klingenberg, Economist, Postal Regulatory Commission
George Kuehnbaum, National Secretary-Treasurer, Canadian Union of Postal Workers
Pekka Leskinen, Vice President, Legal, General Counsel, Legal Affairs, Itella Corporation
Joakim Levin, Expert Adviser, Swedish Post and Telecom Authority
David M. Levy, Partner, Venable LLP
Stephen C. Littlechild, Fellow, Judge Business School, Cambridge
Jessica Lowrance, Executive Vice President, Postcom
Martin Maegli, Head of Regulation, Swiss Post & EPFL
Leonardo Mautino, Managing Consultant, Oxera
Margaux Meidinger, Project Manager International HR Affairs, La Poste
Meloria Meschi, Director, FTI
Maria Moloney, Head of Research, Escher Group Ltd.
Anna Möller, Economist, Copenhagen Economics
Patrice Muller, Senior Partner, London Economics
John Nankervis, Reader, University of Surrey
Norma B. Nieto, Sr. Managing Consultant, Strategy & Innovation, IBM Global Business Services
Heikki Nikali, Research Director, Business Intelligence, Itella Corporation
Henrik B. Okholm, Head of Stockholm Branch & Partner, Ph.D., Copenhagen Economics
Chris Paterson, Director, Diversified Specifics
Mary Kay Perkins, Associate Professor, Howard University
Wolfgang Pickavé, Vice President, Regulation Strategy, Deutsche Post AG
Maria Rita Pieroleoni, PhD in Economics, Researcher at the University of Rome “Tor Vergata” – Faculty of Economics
Leon Pintsov, Chief Scientist & Vice President, International Standards & Advanced Technology, Pitney Bowes, Inc.
Frank Rodriguez, Associate, Oxera

21st Conference on Postal and Delivery Economics

Päivi Rokkanen, Legal Counsel, Itella Corporation
Chris Rowsell, Competition Policy Director, Ofcom
Sarah Ryan, UNI Global Union
Olivier Salesse, Director, TERA Consultants
Michael Scanlon, Partner, K & L Gates LLP
Gennaro Scarfiglieri, Head of Core Business Strategic Marketing – Strategic Planning, Poste Italiane SpA
Caroline Sheedy, Senior Researcher, Escher Group Ltd
Rob Sheldon, Managing Director, Accent
Michael J. Shinay, Associate Partner, IBM Global Business Services
Jan Smedts, Chief Economist, bpost
Helen Smith, Consultant, NERA Economic Consulting
Soterios Soteri, Royal Mail
Nancy S. Sparks, Managing Director - Regulatory Affairs, FedEx
Katherine Steinhoff, Research Communications Specialist, Canadian Union of Postal Workers
Ian Streule, Partner, Analysys Mason

Gregory Swinand, Divisional Director, London Economics
Urs Trinkner, Managing Partner, Swiss Economics, & Lecturer, University of Zürich
Mark van der Horst, Director EU Affairs, UPS Europe NV/SA
Joost Vantomme, Director Regulatory Affairs, bpost
Virgil Ian Stanford, USPS – OIG
Leticia Veruete-Mckay, Royal Mail
Juliet Young, Ofcom
Navin Waghe, Senior Managing Consultant, FTI
Sture Wallander, Formerly Posten, AB
Tim Walsh, Pitney Bowes, Inc.
Tarjei Weseth, Senior Advisor, Posten Norge AS
Joanne Winship, Head of Commercial, Legal Services, Royal Mail Group
Bill Worth, Siemens Logistic and Airport Solutions
Ralf Wojtek, Rechtsanwalt, Heuking Kuhn Luer Wojtek

ORGANIZING COMMITTEE

John Baldwin, Head of International Affairs, Communication Workers Union UK/Ireland
Kristin Bergum, Director Governmental and International Affairs, Posten Norge AS
Geoff A. Bickerton, Research Director, Canadian Union of Postal Workers Ireland and UK
Philip Burns, Director, Frontier Economics
James I. Campbell, Office of James I. Campbell Jr.
João Castro, Director of Studies and Forecast, Anacom
Margaret Cigno, Director-Rates Analysis & Planning, US Postal Regulatory Commission
Michael A. Crew, CRRRI Professor of Regulatory Economics
Bernard Damiens, Director Regulatory, International & Strategic Affairs, bpost
Paul Dudley, Scottish Water
Richard Eccles, Partner, Bird & Bird LLP
Colm Farrelly, Regulatory and International Affairs Manager, An Post
Charles E. Fattore, President, R.R. Donnelley Logistics
John Fletcher, Director, KPMG London
Alessandra Fratini, Partner, FratiniVergano – European Lawyers
Damien Geradin, Professor of competition law & economics, Tilburg University; partner, Covington & Burling, Brussels
Herbert Götz, Director Marketing, International Post Cooperation
Stefano Gori, Poste Italiane SpA & University of the West of England
Robert Hammond, Director of Postal Policy and Regulation, Consumer Futures
Greg Harman, Senior Managing Director, FTI UK Holdings Ltd.
John Hearn, formerly ComReg
Jan Bart Henry, Head of EU affairs, TNT Post
Paul Hodgsen, New Zealand Post
Stuart Holder, Associate Director, NERA Economic Consulting
George Houpis, Director, Frontier Economics
Christian Jaag, Managing Partner, Swiss Economics, & Lecturer, University of St. Gallen
Luis Jimenez, Managing Director, Luis Jimenez Consulting LLC
Denis Joram, Chief Economist, La Poste
George Kuehbaum, Canadian Union of Postal Workers
David M. Levy, Partner, Venable LLP
Martin Maegli, Head of Regulation, Swiss Post & EPFL

Leonardo Mautino, Managing Consultant, Oxera
Heikki Nikali, Research Director, Business Intelligence, Itella Corporation
Chris Osborne, Senior Managing Director, FTI UK Holdings Ltd.
Wolfgang Pickavé, Vice President, Regulation Strategy, Deutsche Post DHL
Chris Rowsell, Competition Policy Director, Ofcom
James Sauber, Research Director, National Association of Letter Carriers
Michael F. Scanlon, Partner, K&L Gates LLP
Gennaro Scarfiglieri, Head of Core Business Strategic Marketing – Strategic Planning, Poste Italiane SpA
Rob Sheldon, Managing Director, Accent
Michael Shinay, Associate Partner, IBM Global Business Services
Nicola Shorland, Senior Analyst, Universal Service & Consumer Protection, ARCEP
Jan Smedts
Nancy S. Sparks, Managing Director - Regulatory Affairs, FedEx
Gregory Swinand, Division Director, London Economics
Mark van der Horst, Director EU Affairs, UPS Europe NV/SA
Joost Vantomme, Director Regulatory Affairs, bpost
Tim Walsh, Vice President Corporate and Regulatory Affairs, Pitney Bowes Inc.
David Williams, Inspector General, USPS
F.W. (Bill) Worth, Siemens Industry- Mobility

21st Conference on Postal and Delivery Economics

HOTEL INFORMATION

The conference will be held in Portmarnock, Co. Dublin, Ireland. The conference site is:

Portmarnock Hotel and Golf Links, Strand Road, Portmarnock, Co. Dublin, IRELAND

Accommodation Rates

Double/Twin room €200.00 per day or Single€150.00 per day, including breakfast, lunch and dinner

The European plan including VAT runs from €99 for the single room and €109 for the double / twin. This plan includes breakfast ONLY

Please contact reservations for all bedroom booking:

Tel: + 353 1 846 0611 **Fax:** +353 1 846 2442

Email: res@portmarnock.com

Web: <http://www.portmarnock.com/>

Please quote "CRRI" for above special rate.

[Booking form available on CRRI's Website](#)

****Please note that it is a bank holiday weekend so booking early is necessary to avoid disappointment ****

Please make your reservations only through the hotel and not through reservation services/travel agencies. The Conference rates including VAT. The deadline for reservations is April 23, 2013.

Cancellation: all cancelations must be made within 4 weeks before arrival otherwise full pre payment will be taken. When booking is made full pre payment is required, credit card details must be giving for all bookings.

FEES AND EXPENSES

- A registration fee of \$1,500 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 the either the hotel 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
 - A copy of the edited volume resulting from the conference (approximately 7 months after the conference).

Please forward the Registration Form to

Center for Research in Regulated Industries, Rutgers University

1 Washington Park, Room 1104, Newark, NJ 07102-1897, USA

Phone: 973-353-5761

Fax: 973-353-1348

Email: crri@business.rutgers.edu

REGISTRATION FORM: 21st Conference on Postal and Delivery Economics

Name:

Title:

Organization:

Complete Address:

Telephone:

Fax:

Email:

Billing Information:

Employee of sponsoring organization—fee may be waived

Payment of \$1,500 enclosed in U.S. Dollars payable to Rutgers University

Credit Card: VISA MC Exp. ____/____

Card # _____

Send invoice to _____

CANCELLATION POLICY: Until **April 18, 2013** cancellation is allowed (except for speakers, chairs, and discussants) without penalty and refunds will be provided 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: _____