



## CONFERENCE

**RUTGERS BUSINESS SCHOOL - NEWARK AND NEW BRUNSWICK**

## *24TH CONFERENCE ON POSTAL AND DELIVERY ECONOMICS*

**Michael Crew** | Rutgers Business School

**Pier Luigi Parcu** | European University Institute

Conference room & Seminar rooms

Villa La Fonte, Via delle Fontanelle, 18 - San Domenico di Fiesole

**18 - 21 MAY 2016**

### ■ SPONSORED BY

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Please note a more current version may be available at

[http://florence-school.eu/event/24th-conference-on-postal-and-delivery-economics/?instance\\_id=307](http://florence-school.eu/event/24th-conference-on-postal-and-delivery-economics/?instance_id=307)

## ■ DRAFT PROGRAMME

### 18 MAY

17.30 - 19.00	Registration
19.00 - 20.00	Welcome drink and introduction by <b>Michael Crew</b>   Rutgers Business School <b>Pier Luigi Parcu</b>   European University Institute
20.00	Buffet Dinner

### 19 MAY

#### PARALLEL SESSIONS

09.00 - 10.45

#### CROSS-BORDER AND INTERNATIONAL PRICING

Chair: Alex Dieke

Discussants:

##### **Scott Marcus & Georgios Petropoulos**

Cross-border Parcel Delivery Prices: Intuitions drawn from International Mobile Roaming in the World of Telecommunications

##### **Brian Palmer**

The US Postal Service's Catch – 22: Negotiating against Terminal Dues in the E-Commerce Age

##### **Henrik Okholm, Anna Möller Boivie & Bruno Basalisco**

Quantifying Financial Transfers Caused by UPU Rates

09.00 - 10.45

#### EFFICIENCY

Chair:

Discussants:

##### **Philipp De Donder, Frank Rodriguez & Soterios Soteri**

An Economics Examination of the Link between Postal Price Constraints, Efficiency, Competition and Social Welfare

##### **Meloria Meschi, Pamela Allsop & Alain De Bossart**

The Efficiency of Royal Mail's Delivery Office Estate: Gap Closure and Frontier Shift

##### **Vitor Ribeiro**

Optimal Postal Network Density and the Role of Population Distribution

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10.45 - 11.15 Coffee break

11.15 - 13.00 **VOLUME STIMULATION**

Chair:

Discussants:

**Michael D. Bradley & Adam C. Houck**

The Personalization and Volume Trade-Off: A Future without Saturation Mail?

**Michael A. Crew, Margaret A. Cigno & Edward S. Pearsall**

Simulating U.S. Postal Markets Following Delivery Liberalization **Alex**

**Pigot**

The GO Line -the Modern Address Format

11.15 - 13.00 **POSTAL NETWORKS**

Chair: Discussants:

**Andrea Grillo**

The Payment Postal Services: the Role of the Postal Networks and the Initiatives of the UPU

**João Confraria, Agostinho Franco, Frederico Pereira & Vitor Ribeiro**

Network Density – Political and Regulatory Objectives in the Portuguese Postal Market

**Antonio Nicita**

Incumbent's "Skimming the Other's Cream": A 'Coming to the Market' Exception to USO Compensation?

13.00 - 14.15 Lunch

14.15 - 16.00 **E-COMMERCE**

Chair:

Discussants:

**Claire Borsenberger, Helmuth Cremer, Denis Joram & Jean-Marie Lozachmeur**

Pricing of Delivery Services and the Emergence of Marketplace Platforms

**Henrik Okholm, Anna Möller Boivie & Julia Wahl**

Unpacking the Black Box: Prices of Cross-Border E-Commerce Parcels

**John Hearn**

Protecting Consumers Using Postal and E-Commerce Delivery Services in

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Competitive European Markets

14.15 - 16.00

## CONNECTIVITY

Chair:

Discussants:

**Jose Anson, Jean-François Arvis, Mauro Boffa, Matthias Helble & Ben Sheperd**

Time or Distance? Revisiting Gravity in the Era of International E-Commerce

**Christian Bender, Alex Kalevi Dieke & Antonia Niederprüm**

Economies of Scope in Delivering Parcels and Letters Together

**Desislava Hristova, Alex Rutherford, Jose Anson, Miguel Luengo-Oroz & Cecilia Mascolo**

The International Postal Network and Other Global Flows as Proxies for National Wellbeing

20.00

Dinner & Drinks

Keynote Speech:

**Angelo Cardani** | Chair of AGCOM and 2017 ERGP Chair

## 20 MAY

### PARALLEL SESSIONS

09.00 - 10.45

#### DIGITAL

Chair:

Discussants:

**Claire Borsenberger**

The Sharing Economy and the « Uberization » Phenomenon: What Impacts On the Economy in General and for the Postal Operators in Particular?

**Claire Borsenberger, Olaf Klargaard and Philippe Régnard**

Digital Identities: the Future of Posts

**Jessica Raines, Paola Piscioneri & Jean Philippe Ducasse**

Building Smart Communities Through the Internet of Postal Things

09.00 - 10.45

#### CHALLENGES

Chair:

Discussants:

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**Katie Curry & Helen Ferguson**

Econometric Benchmarking in the UK Postal Sector

**Jody Berenblatt & Jessica Dauer Lowrance**

The Changing Mail Moment

**Henrik Okholm, Bruno Basalisco & Julia Wahl**

Do Customs do the Job?

10.45 - 11.15

Coffee break

11.15 -13.00

**COMPETITIVE ISSUES**

Chair: Discussants: Alex Dieke

**Michael D. Bradley, Jeffrey Colvin & Mary K.Perkins**

The Role of a State-Owned Enterprise in a Concentrated Delivery Services Market

**Alessandra Fratini**

Regiopost and Minimum Wages in the Postal Sector

**Vincenzo Visco Comandini**

The Increasing Competition between Universal and Non-Universal Services in E-Commerce: the Need for a Playing Level Field

11.15 -13.00

**UNIVERSAL SERVICE OBLIGATION**

Chair:

Discussants: Robert Campbell

**Elisabetta Righini & Christos Malamataris**

Public Financing of the Postal Sector in Europe – An Overview

**Steven Cape & Philip Groves**

Changes to the Universal Service – Influencing Factors, Impacts and Regulatory Implications

**Özhan Zurel**

A Systematic Review of Postal Consumers' Needs within the USO Framework

13.00 -14.15

Lunch

14.15 - 16.00

**POSTAL REFORM**

Chair:

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Discussants:

**Elyasaf Assulin & Yair Hakak**

Holistic Postal Reform in Israel 2014-2015

**Tim Brennan & Michael A. Crew**

PAEA After 10 Years –Time for Change

**Chris Rowsell**

Before Universal Service

14.15 - 16.00

**DEMAND**

Chair:

Discussants:

**Frank Rodriguez, Soterios Soteri & Stefan Tobias**

E-Substitution and the Demand for Business Mail in the UK: Trends and Prospects

**Simona Romito, Gennaro Scarfiglieri & Stefano Gori**

The Digital Future of the Printed Publishing Material

**Christian Bach, Christian Jaag, Martin Maegli & Urs Trinkner**

The Interdependencies between various Types of Mail Items

19.30

Farewell Cocktail

**21 MAY**

**PLENARY SESSIONS**

09.45 - 10.45

**ACCESS**

Chair

Discussants:

**Margaret M. Cigno & Edward S.Pearsall**

Simulating Equilibrium in Multi-Product Markets Following De-Regulation and Liberalization

**Julia Wahl**

The Challenge of Designing Access to the Postal Network: An Economic Perspective

**Damien Geradin**

Is Mandatory Access to the Postal Network Desirable and if So At What Terms?

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10.45 - 11.15 Coffee break

11.15 -13.00 **FUTURE**

Chair:

Discussants:

**Dominique Bailly & Margaux Meidinger**

Should the Postal Sector Change its Social Model to Succeed in its Transformation?

**Emmanuel Vivet, Roland Leray & Gérard Jourdas**

Future of the Universal Postal Union /Single Postal Territory

**Pier Luigi Parcu**

What Can other Industries Learn from the Postal Sector?

HOTEL  
INFORMATION

The conference will be held at the European University Institute, San Domenico di Fiesole, Firenze.

**Accommodation Rates:**

Single occupancy room € 230 per day, double  
occupancy room € 270 per day

The above fees include: VAT, breakfast, lunches, cocktails and dinners. Deadline  
for room reservation: April 10, 2016.

Cancellation Policy for hotel booking: 10 days before the date of arrival.

FEES AND  
EXPENSES

An **early bird registration fee** of € 1.200 is payable to EUI by February 20, 2016. After  
this date the registration fee will be for the **full-rate** of € 1.400.

Food and lodging at the Conference are not included in the registration fee. Breakfasts,  
coffee breaks, lunches, dinners, cocktail and the shuttle bus service are included in the  
rates for lodging. All persons that do not need a hotel room will be required to pay for  
meals separately (flat rate of € 150).

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 and a copy of the edited volume resulting from the conference  
(approximately 7 months after the conference).

REGISTRATION

The conference fee is waived for a limited number of employees of sponsoring  
organizations. Should this be your case, please contact Elisabetta Spagnoli at the  
following email address: [rscas.conferences@eui.eu](mailto:rscas.conferences@eui.eu)

To register to the conference and ask for hotel arrangements, please follow this link: xxxx  
There you will also find instructions on fees payment.

CANCELLATION  
POLICY

Until April 10, 2016 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.