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

Royal Mail
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An Post

Please note a more current version may be available at
18 May
17.30 - 19.00 Registration
19.00 - 20.00 Welcome drink and introduction by
Michael Crew | Rutgers Business School
Pier Luigi Parcu | 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

Please note a more current version may be available at
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

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:

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
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:

Please note a more current version may be available at
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?
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. Breakasts, 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
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.