

**Advanced
Workshop in
Regulation &
Competition
2006-2007**

CENTER FOR
RESEARCH IN
REGULATED
INDUSTRIES
RUTGERS

**Market Power, Mergers, and Governance
under Deregulation**

November 17, 2006

Deals for Large Customers and Innovative Pricing

January 19, 2007

Renewables, Mergers and Market Power

April 20, 2007

Governance

**26th Annual Eastern Conference
Skytop, Pennsylvania, May 16-18, 2007**

**20th Annual Western Conference
Monterey, California, June 27-29, 2007**

CENTER FOR RESEARCH IN REGULATED INDUSTRIES

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ADVANCED WORKSHOP IN REGULATION AND COMPETITION

Networking Industries—telecommunications, electricity, gas, water, postal, etc.—are currently undergoing major changes, the most significant being entry of competitors and the resulting impact on regulation. The Workshop presents some of the latest economic thinking used to analyze major current problems of network industries. Competition, incentives for efficiency, and the increased use of market rather than regulatory processes outline in very broad terms the material to be covered. In addition, the Workshop will provide some of the latest legal thinking and its economic impact upon the increasingly competitive environment of network industries.

OBJECTIVE

To promote a better understanding of competition and entry in network industries and the role of regulation

WHO SHOULD ATTEND?

Individuals interested in developing a better understanding of competition in network industries and applying it in their company or regulatory commission.

APPROACH

The Workshop is organized annually as three one-day meetings combined with a two-day conference in the Eastern U.S. and a second two-day conference on the West Coast. The meeting format is designed to allow for both presentation of recent research and the open discussion of new ideas. The topics covered provide not only the latest research on competitive developments in network industries, but also instructions on subjects required for a better understanding of competition.

SCHEDULE AND TOPICS OF THE 2006-2007 WORKSHOP

November 17, 2006	DEALS FOR LARGE CUSTOMERS AND INNOVATIVE PRICING
Michael Plunkett , United States Postal Service, “ Negotiated Service Agreements: Incentive Pricing in the US Postal Delivery Market ”	
Lawrence G. Buc , SLS Consulting, Inc., and David Levy , Sidley Austin LLP, “ Negotiated Service Agreements: the Mailers’ Perspective ”	
Matthew Robinson , Postal Rate Commission, “ Evolution of Negotiated Service Agreements ”	
Sheldon Switzer , BG&E, “ BG&E Case Studies on Negotiated Services ”	
John Calcagni , New York State Dept. of Public Service, “ New York’s Electric Discount Program ”	
Gerald Schirra , PSE&G, “ PSE&G’s Experience With Negotiated Electric and Gas Rates for Large Customers ”	
Menahem Spiegel , Rutgers University, “ Theory of Real-Time Pricing: a Spatial Approach ”	
John Kelly , APPA, “ Real-Time Pricing and Time-of-Day-Pricing: the Best is the Enemy of the Good! ”	
January 19, 2007	RENEWABLES, MERGERS AND MARKET POWER
Paul R. Kleindorfer , University of Pennsylvania and INSEAD, “ Renewable Portfolios: Lessons from Europe ”	
Colin Loxley , PSE&G, “ Comparison with the U.S. Approach: Response ”	
Eric Ackerman , Edison Electric Institute, “ Imputation Issues in Renewal Resource Procurement ”	
Collin Cain , Bates White LLC, “ Utility Mergers: New Jersey ”	
Sheldon Switzer , BG&E, “ Utility Mergers: Maryland ”	
James Reitzes , Brattle Group, “ Market Surveillance and Market Rules: an International Comparison ”	
April 20, 2007	GOVERNANCE (Co-Organized by James L. Bicksler)
Simon Lorne , Vice Chairman, Millennium Partners	
James L. Bicksler , Rutgers Business School	
Noel Humphreys , Connell Foley	
Additional Speakers to be confirmed (Please continue to check Website)	
Advanced Workshop Conferences:	
26th Annual Eastern Conference , May 16-18, 2007, Skytop, Pennsylvania, U.S.	
20th Annual Western Conference , June 27-29, 2007, Monterey, California, U.S.	

CENTER FOR RESEARCH IN REGULATED INDUSTRIES

CRRI is located at Rutgers University, aims to further the study of regulation by research in economics, finance, and institutions. Its publications, seminars, workshops, and courses make available the latest advances to academics, managers, and regulatory commission staff. The Center has over twenty-five years of experience providing research, instruction, conferences, courses, seminars, and workshops in the 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.

FACULTY

Michael A. Crew: CRRI Scholar, Department of Finance and Economics, and Director - CRRI, Rutgers University
James L. Bicksler, Professor of Finance and Economics, and Associate Director - CRRI, Rutgers University
Paul R. Kleindorfer: Anheuser Busch Professor of Management Science and Economics, Emeritus, The Wharton School, University of Pennsylvania and Distinguished Research Professor, INSEAD
William E. Kovacic: Professor of Law, School of Law, George Washington University;
Menahem Spiegel: Associate Professor of Economics, and Associate Director – CRRI, Rutgers University

ASSOCIATED RUTGERS UNIVERSITY FACULTY:

James L. Bicksler, Professor of Finance and Economics, Rutgers Business School, Rutgers University
Michael Rothkopf, Professor of Operations Research, Rutgers Business School, Rutgers University

STAFF

Jeremy T. Guenter, Assistant Director, Center for Research in Regulated Industries, Rutgers University

WORKSHOP ORGANIZING COMMITTEE

Eric Ackerman - Edison Electric Institute	Tom Frantz - New Hampshire P.U.C.	Agustin Ros - NERA
Hung Po-Chao, ISO New England, Inc.	Guillermo Israilevich - Bates & White	Richard E. Schuler - New York P.S.C.
Rand Costich - Postal Regulatory Commission	John Kelly - APPA	Marc Smith - USPS
Michael A. Crew - Rutgers University	Julie Kelly - IDA	Menahem Spiegel - Rutgers University
William Deehan - CVPS	Colin Loxley - PSE&G	Howard Spinner - Virginia State Corporation Commission
Alan E. Finder - KPMG LLP	Mark Reeder - New York P.S.C.	Sheldon Switzer - BG&E
	James Reitzes - Brattle Group	

WESTERN CONFERENCE ORGANIZING COMMITTEE

Jasmin Ansar - Pacific Gas & Electric	Ahmad Faruqui - Brattle Group	Carl Pechman - Power Economics
Jeremy Bloom - EPRI	John Jurewitz - Southern California Edison	Cliff Rochlin - Southern California Gas
Michael A. Crew - Rutgers University	Dennis Keane - Pacific Gas & Electric	David Salant
Fred Curry - California P.U.C.	Ronald Knecht - P.U.C. of Nevada	John Sumpter - Pac-West Telecomm, Inc.
Carl Danner - Wilk & Associates/LECG		

CALL FOR PAPERS

Persons interested in presenting papers are invited to submit abstracts not exceeding two double-spaced pages for consideration for either of the two conferences. Abstracts for the 20th Annual Western Conference are due **November 29, 2006** and those for the 26th Annual Eastern Conference are due **December 15, 2006**. Please indicate which conference you are applying and whether you would be prepared to present the paper at either one. Abstracts may be faxed to 973-353-1348 or emailed to crri@andromeda.rutgers.edu

The Workshop Organizing Committee is responsible for the selection of the Eastern Conference program. The Western Committee is responsible for selection of the Western Conference Program. Decisions on papers will be conveyed promptly. Electronic copies of the completed papers are due **April 19, 2007** for the Eastern and **May 16, 2007**, for the Western Conference.

All persons presenting papers are required to register for the conference at the reduced enrollment fee of \$890 (govt. \$450) for the Eastern and \$955 (govt. \$515) for the Western Conference, provided payment is received by February 16, 2007 and March 1, 2007 respectively. After these dates, the full conference fees of \$945 (govt. \$480) for the Eastern and \$1,000 (govt. \$535) for the Western Conference will apply. In case of full-time faculty of colleges and universities selected for the program, an honorarium plus full support for registration and lodging may be available.

CONTACTING CRRI

Home Page: www.crrr.rutgers.edu

Address: CRRI, Rutgers Business School □ 180 University Avenue □ Newark, NJ 07102-1897

Phone: 973-353-5761 (office) □ 973-353-1348 (fax)

Email: crrr@andromeda.rutgers.edu (Jeremy Guenter) or mcrew@andromeda.rutgers.edu (Michael A. Crew)

REGISTRATION INFORMATION

To register, please complete and return the form below. Registrations are accepted by mail, email, fax, or telephone. Please confirm telephone registrations by sending a completed and signed application form. The deadline for Workshop applications is November 1, 2006. Applications after November 1, 2006, will be admitted on a space available basis.

Volume Discount: Second and Subsequent received in the same envelope or fax or made at the same time by phone or email will receive a 5% volume discount.

Payment Information: Make checks payable to “Rutgers University” and mail to Jeremy Guenter at the above address. VISA and Master Card are accepted forms of payment for registration fees. Fees include prescribed learning materials, meals at Newark meetings, all receptions, and coffee breaks, but do not include lodging and meals at residential meetings. The government rate registration fee is available to government employees. Rates for the Annual Conference and Western Conference apply only for applications received by January 4, 2007; after this date the full conference fees of \$945 (govt. \$480) for the Eastern and \$1,000 (govt. \$535) for the Western Conference will apply.

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REGISTRATION FORM: Advanced Workshop in Regulation and Competition 2006-2007

Name _____

Title: _____

Company: _____

Complete Address: _____

Telephone: _____

Fax: _____

Email: _____

Package:

Workshop I (\$745/Gov. \$375): Newark Sessions ONLY

_____ Single Newark Session (\$380/Gov. \$195)

_____ November 17, 2006

_____ January 19, 2007

_____ April 20, 2007

_____ Workshop II (\$1155/Gov.\$580): Newark sessions and ONE conference:

_____ 26th Annual Eastern Conference (May 16-18, 2007)

_____ 20th Annual Western Conference (June 27-29, 2007)

_____ Workshop III (\$1555/Gov. \$795): Newark sessions and BOTH conferences.

_____ Eastern Conference ONLY (\$890/Gov. \$450)

_____ Western Conference ONLY (\$955/Gov. \$515)

Billing Information:

_____ Payment enclosed.

_____ Send invoice to participant at above address.

_____ Send invoice to _____

_____ Charge to _____ VISA _____ Master Card # _____ Exp. _____ / _____

GOVERNMENT RATE: Government employees may apply for reduced enrollment fees.

CANCELLATION POLICY: Until November 1, 2006 cancellation is allowed without penalty and refunds will be allowed in full. After this date, the indicated fee is due in full whether or not the participant attends. Substitutions may be made at any time.

Signature of Participant: _____