

9th Conference on Postal and Delivery Economics:

CHALLENGES AND DEVELOPMENTS IN POSTAL AND DELIVERY SERVICES

June 6–9, 2001

Sorrento, Italy

Presented by **CENTER FOR RESEARCH IN REGULATED INDUSTRIES**

CENTER FOR
RESearch IN
REGULATED
INDUSTRIES

THE STATE UNIVERSITY OF NEW JERSEY
RUTGERS

SPONSORED BY

- J University of Pennsylvania, Wharton School—Risk Management and Decision Processes Center
- J Consignia plc
- J United States Postal Service
- J Deutsche Post
- J FedEx
- J La Poste
- J R.R. Donnelley & Sons Company
- J United Parcel Service
- J United States Postal Rate Commission
- J CTT Correios (Portuguese Post)
- J Pitney Bowes
- J Postcomm – Postal Services Commission
- J Posten AB
- J PricewaterhouseCoopers
- J Siemens Electrocom
- J Finland Post
- J Canada Post Corporation
- J Correos y Telégrafos (Spanish Post)
- J EDS
- J ICP - Instituto das Comunicações de Portugal
- J Post Danmark
- J Poste Italiane
- J DMA – Direct Marketing Association
- J National Association of Letter Carriers
- J New Zealand Post
- J Association for Postal Commerce
- J Haldi Associates
- J Postal Service International
- J Venable, Baetjer, Howard & Civiletti
- J Finland Ministry

<http://www.rci.rutgers.edu/~crrri>

Wednesday, June 6, 2001

5:00 - 6:00 Registration

6:00 **Reception**

7:00 Welcome and Introduction to Conference: **Michael A. Crew & Paul R. Kleindorfer**
 Dinner & Speech: **Corrado Passera**, Chief Executive Officer, Poste Italiane SpA *“Le Ginestre” (floor C)*
 After Dinner Drinks *Palace Bar (ground floor)*

Thursday, June 7, 2001

7:30 Breakfast

9:00 - 10:40 **Concurrent Sessions** *Floor A*

<p>USO I <i>Sala Ulisse</i></p> <p>Chair: Discussants: Christian Schunck & Robert Campbell</p> <p>Philippe De Donder, Frank Rodriguez & Helmuth Cremer: Liberalisation, the Universal Service Obligation and Funding: an Analysis of the Postal Market</p> <p>Jeff Colvin & Mary Kay Perkins: Entry, Competition, and the Cost of Universal Service</p> <p>Ian Reay: The Provision of Universal Service in a Competitive Postal Market</p>	<p>STRATEGY I <i>Sala Tritoni</i></p> <p>Chair: Peter Johnson Discussants: Alessandra Fratini, David Treworgy and Jose Marcos</p> <p>Mary Elcano, Andrew German, & Robert Reisner: Commercializing the Posts: Human Resources Strategies</p> <p>Derek Osborn: Drivers of Change in the Postal Industry</p> <p>Luis Jimenez: Winning Strategies for Posts in the New Economy</p>
---	--

10:40 - 11:00 Coffee Break *Foyer Barcaccia*

11:00 - 12:40 **Concurrent Sessions**

<p>DEMAND <i>Sala Ulisse</i></p> <p>Chair: Gregor McGregor Discussants: Richard Moriarty, Donald O'Hara & Monika Plum</p> <p>John Nankervis, Sophie Richard, Soterios Soteri, & Frank Rodriguez: Disaggregated Letter Traffic Demand in the UK</p> <p>Sarah Marcy & Jean-Pierre Florens: Mail Demand in Long and Short-Run</p> <p>Frank Wolak: The Changes in Household Demand for Postal Delivery Services: 1986-1999</p>	<p>STRATEGY II <i>Sala Tritoni</i></p> <p>Chair: Gary S. Jensen Discussants: Lizbeth Dobbins & Mark van der Horst</p> <p>David Eagles: Modernizing Letter, Advertising and Publisher Mail Services in Canada</p> <p>Allen Kane, Edward Gamache & David Treworgy: Strategic and Tactical Responses of Postal Sector Organizations to Electronic Diversion</p> <p>Alan Robinson & David Rawnsley: USPS Finances: Is there a Financially Viable Future</p>
---	--

12:40 - 2:00 Lunch *S. Antonio (floor 2)*

Thursday, June 7, 2001 (CONTINUED)

2:00 - 3:30	<i>Concurrent Sessions</i>		<i>Floor A</i>
	USO II	<i>Sala Ulisse</i>	INTERNATIONAL
	Chair: Michael Shinay		Chair: Thomas Baldry
	Discussants: Rohan Malhotra & Bill Price		Discussant: Gene Del Polito
	John Haldi: Saturday Delivery: Who Provides It? Who Needs It?		Tim Walsh: Postal Infrastructures, Developing Countries and National Economic Development
	Anna Lundgren & Sten Selander: USO on a Liberalized Postal Market		Michael Bradley, Jeff Colvin & Roxanne Oliver: The Impact of Open Access on the Terminal Dues System
			James Campbell: Modern Postal Reform Laws: A Comparative Analysis
3:30	Break		
6:00	Reception		<i>Pagoda Bar (outdoor pools)</i>
7:00 –	Dinner		<i>Agrumento (outdoor garden)</i>
	After Dinner Drinks		<i>Palace Bar Terrace (ground floor)</i>

Friday, June 8, 2001

7:30	Breakfast		
9:00 - 10:40	<i>Concurrent Sessions</i>		<i>Floor A</i>
	PRICING	<i>Sala Ulisse</i>	PRODUCTIVITY AND COST I
	Chair: Anton van der Lande		Chair: Yann Petel
	Discussants: John Panzar & Jochen Holzwarth		Discussants: Roger Sherman & Frank Wolak
	Helmuth Cremer, E.B. de Villemeur, B. Roy & J. Toledano: Optimal Pricing and Global Price Cap in the Postal Sector		Shoji Maruyama, Takanobu Nakajima, & Takeshi Nakagawa: Productivity and Efficiency Analysis in Postal Services
	Michael Crew & Paul Kleindorfer: Two-Tier Pricing under Liberalization		Heikki Nikali: Productivity and the Substitution between Labor and Capital in Postal Organisations
	Cara Schwarz Schilling: Pricing Schemes in Liberalized Postal Markets		
10:40 - 11:00	Coffee Break		<i>Foyer Barcaccia</i>
11:00 - 12:40	<i>Concurrent Sessions</i>		<i>Floor A</i>
	E-COMMERCE	<i>Sala Ulisse</i>	PRODUCTIVITY AND COST II
	Chair: Louis F. O'Brien		Chair: George Omas
	Discussants: Mary Bundy, Leon Pintsov & Norma Nieto		Discussants: Philip Hatfield & Peter Morrow
	Peter Andersson: Household's use of Postal Services in the IT-Age		Geoff Bickerton & Dale Clark: Productivity and Efficiency in a Public Post Office: The Canadian Experience
	Markku Mäkitalo: Creating Win E-fulfilment Strategies for Postal and Distribution Organisations		C. Cazals, P. Duchemin, J-P. Florens, B. Roy, & O. Vialaneix: Econometric Study of Cost Elasticity in the Activities of Counters
	Bernd Müller, Peter Weber & Horst Manner-Romberg: The Increasing Need for Ways of Efficient Communication within the Courier-Express and Postal Markets		James Sauber & Dale Belman: Establishing Postal Wages: Issues in the Measurement of Comparability
12:40 - 2:00	Lunch		<i>Agrumento (outdoor garden)</i>

Friday, June 8, 2001 (CONTINUED)

2:00 - 3:30	<i>Concurrent Session</i>		<i>Floor A</i>
	REGULATION I	<i>Sala Ulisse</i>	PRODUCTIVITY AND COST III <i>Sala Tritoni</i>
	Chair: David Spence		Chair: Michael A. Crew
	Discussants: Stephen Agar, Thomas Lübbig, & Alessandra Perrazzelli		Discussants: Diego Piacentino & Doris Hildebrand
	Gabriele Kulenkampff: Regulating Access to the Postal Network - Analysing the German Regulatory Framework		Jose Soarés, João Confraria & Alberto Pimenta: Costs on Postal Services: Is It Possible to use the Telecommunications Network as a Metaphor and Construct a Postal Cost Model through Engineering Process?
	Robert Mitchell: Postal Administrations and Non- Postal Products: A Study of Justifications and Difficulties Associated with Decisions to Diversify into Non-Postal Areas.		Paul Seckar, Ben Bruce & Michelle D. Hertz: Innovative Contractual Arrangements as a Means of Realizing Cost Efficiencies in the Postal Sector
	Antonia Niederprüm: Cross-Subsidies and Competition in the Market of Postal Services		
3:30	Break		<i>Foyer Barcaccia</i>
6:00	Reception		<i>Palace Bar Terrace (ground floor)</i>
7:00 –	Dinner After Dinner Drinks		<i>Agrumento (outdoor garden)</i> <i>Pagoda Bar (outdoor pools)</i>

Saturday, June 9, 2001

7:00 a.m.	Breakfast		
9:00 - 10:30	REGULATION II		<i>Sala Tritoni (floor A)</i>
	Chair: Catherine Churchard		
	Discussants: Richard Eccles, Edward J. Gleiman, & Ian Volner		
	William Kovacic: Mandating Ex Post Assessments of Regulatory Initiatives in the Postal Services Sector		
	Walter Maschke: Does the Postal Logistics Network Represent a Natural Monopoly?		
	Daniel Krähenbühl, Patrik Kerler, & Matthias Finger: The Next Step: Privatising Postal Services		
10:30 - 11:00	Coffee Break		<i>Foyer Barcaccia (floor A)</i>
11:00 - 12:00	USO III		<i>Sala Tritoni (floor A)</i>
	Chair: John C. Campanelli		
	Discussants: Cathy Rogerson & Sture Wallendar		
	R. Cohen, B. Ferguson, C. Pace, G. Scarfiglieri, R. Scocchera, V. Visco Comandini, J. Waller, & S. Xenakis: Postal Delivery Systems and the Burden of Universal Service: A Comparison of Italy and the United States		
	Michael Crew & Paul Kleindorfer: Meeting the Universal Service Obligation (USO) under Deregulation		
12:00 - 12:50	ROUNDTABLE DISCUSSION: Michael Crew, Edward Gleiman, Paul Kleindorfer, John Panzar, Roger Sherman, & Joëlle Toledano . . .		
12:50 - 12:55	Concluding Remarks – Michael A. Crew		
12:55 - 2:00	Lunch (Conference Ends)		<i>Agrumento (outdoor garden)</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 Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1992
- *Commercialization of Postal and Delivery Services: National and International Perspectives*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1994
- *Managing Change in the Postal and Delivery Services*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1997
- *Emerging Competition in the Postal and Delivery Services*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1999
- *Current Directions in Postal Reform*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 2000
- *Future Directions in Postal Reform*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 2001

The following is a text on postal economics:

- *The Economics of Postal Service*, by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1992

All books are published by Kluwer Academic Publishers. For information on ordering the books, please contact Kluwer Academic Publishers:

For delivery within North, Central, and South America:

Kluwer Academic Publishers
101 Philip Drive, Assinippi Park
Norwell, MA 02061, U.S.A.
Tel: 781-871-6600; Fax: 781-871-6528
Email: kluwer@wkap.com

For delivery to all other countries:

Kluwer Academic Publishers
P.O. Box 322, 3300 AH Dordrecht
The Netherlands
Tel: 31-78-524400; Fax: 31-78-524474
Email: orderdept@wkap.nl

<http://www.wkap.nl>

CONFERENCE STAFF

Professor Michael A. Crew, Director—CRRI
Conference Chair

Jeremy T. Guenter, Administrative Assistant—CRRI,
Conference Administrator

Center for Research in Regulated Industries
Graduate School of Management, Rutgers University
180 University Avenue, Newark, NJ 07102-1897, USA

Telephone: 973-353-5049 (Office); 973-353-1348 (fax)

Michael A. Crew: 908-221-0524 (Home)

Email: mcrew@andromeda.rutgers.edu (Michael Crew)
crrl@andromeda.rutgers.edu (Jeremy Guenter)

Professor Paul R. Kleindorfer, *Conference Co-Chair*
The Risk Management and Decision Processes Center
The Wharton School, University of Pennsylvania
Philadelphia, PA 19104, USA
Telephone: 215-898-5830; 215-573-2130 (fax)
Email: Kleindorfer@wharton.upenn.edu

CRRl

The **Center for Research in Regulated Industries (CRRl)**, 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 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 Organization.

POSTAL CONFERENCE 2002

The Center for Research in Regulated Industries is pleased to announce that the 10th *Conference on Postal and Delivery Economics* will be held in Germany in June 2002.

SPEAKERS, DISCUSSANTS, & CHAIRS

- Agar, Stephen:** Head of Company & Commercial Law, Legal Services, Consignia plc
- Andersson, Peter:** Linköping University
- Bickerton, Geoff:** Research Director, Canadian Union of Postal Workers
- Baldry, Thomas:** Director, Mail Import & International Relations, Deutsche Post World Net
- Bundy, Mary:** Director, LINX, a division of EDS
- Cabannes, Severin:** Chief Financial Officer, La Poste
- Campanelli, John C.:** President of R.R. Donnelley Logistics
- Campbell, James:** Attorney, Washington, DC
- Campbell, Robert:** Dean of Arts, Wilfrid Laurier University
- Cazals, Catherine:** Researcher Université des Sciences Sociales, Institut D'Economie Industrielle (IDEI)
- Churchard, Catherine:** Legal Services Director, Consignia plc
- Cohen, Robert:** Director, Rates Analysis & Planning, U.S. Postal Rate Commission
- Colvin, Jeff:** Principal Economist, Marketing Cost Analysis, United States Postal Service
- Confraria, João:** Board Member, ICP - Instituto das Comunicações de Portugal
- Cremer, Helmut:** Professor, Université des Sciences Sociales, Institut D'Economie Industrielle (IDEI)
- Crew, Michael:** Professor of Economics, Rutgers University
- DeDonder, Philippe:** Assistant Professor, Université des Sciences Sociales, Institut D'Economie Industrielle (IDEI)
- Del Polito, Gene:** President, Association for Postal Commerce
- Dobbins, Lizbeth:** Manager - Customer Satisfaction, United States Postal Service
- Eagles, David:** Director of Marketing Finance, Canada Post Corporation
- Eccles, Richard:** Partner, CMS Cameron McKenna
- Elcano, Mary:** Partner, Brown and Wood LLP.
- Fratini, Alessandra:** Lawyer, Poste Italiane
- Gleiman, Edward J.:** Bethesda, Maryland
- Haldi, John:** President, Haldi Associates, Inc.
- Hatfield, Philip:** Principal Consultant, PricewaterhouseCoopers
- Hildebrand, Doris:** Managing Partner, EE&MC European Economic & Marketing Consultants
- Holzwarth, Jochen:** Managing Partner, CTcon
- Jensen, Gary S.:** Vice President, Corporate Development & Marketing, Siemens ElectoCom L.P.
- Jimenez, Luis:** Vice President and Chief Strategy Officer, Pitney Bowes
- Johnson, Peter:** Vice President, A.T. Kearney (a division of EDS)
- Kane, Allen:** Senior Vice President, United States Postal Service
- Kleindorfer, Paul:** Universal Furniture Professor, University of Pennsylvania
- Kovacic, William:** General Counsel, Federal Trade Commission
- Krähenbühl, Daniel:** Economist, Corporate Development, Swiss Post
- Kulenkampff, Gabriele:** Director "Communications, Postal Services and Logistics," WIK - Wissenschaftliches Institut für Kommunikationsdienste GmbH
- Lübbig, Thomas:** Member, Freshfields Bruckhaus Deringer
- Lundgren, Anna:** Postal Advisor, National Posts and Telecom Agency
- MacClancy, Michael:** Senior Consultant, Triangle Management Services Ltd
- Mäkitalo, Markku:** Director, Direct Marketing Services, Finland Post Ltd.
- Malhotra, Rohan:** UK Public Affairs Manager, UPS Ltd
- Manner-Romberg, Horst:** CEO, MRU Manner-Romberg Consultancy
- Marcos, Jose M.:** Director, Correos y Telégrafos
- Marcy, Sarah:** IDEI - Université des Sciences Sociales
- Maruyama, Shoji:** Senior Researcher, Institute for Posts and Telecommunications Policy
- Maschke, Walter:** Managing Director of Public Affairs and Regulation, Deutsche Post World Net
- McGregor, Gregor:** Chief Executive, Consumer Council for Postal Services
- Mitchell, Robert W.:** Special Assistant to the Commission, U.S. Postal Rate Commission
- Moriarty, Richard:** Director, Competition and Regulation, Postal Services Commission
- Morrow, Peter:** Managing Consultant, LINX (a division of EDS)
- Müller, Bernd:** MRU Manner-Romberg Consultancy
- Nankervis, John:** Reader in Economics, University of Surrey
- Niederprüm, Antonia:** Researcher, "Communications, Postal Services and Logistics," WIK - Wissenschaftliches Institut für Kommunikationsdienste GmbH
- Nieto, Norma:** Principal Consultant, PricewaterhouseCoopers
- Nikali, Heikki:** Researcher, Finland Post Ltd.
- O'Brien, Louis:** Vice President and Controller, Canada Post Corporation
- O'Hara, Donald:** Manager, Classification and Product Development, United States Postal Service
- Omas, George:** Commissioner, U.S. Postal Rate Commission
- Osborn, Derek:** Senior Consultant, Consignia plc
- Panzar, John:** Louis W. Menk Professor of Economics, Northwestern University
- Passera, Corrado:** Chief Executive Officer, Poste Italiane SpA
- Perkins, Mary Kay:** Associate Professor of Economics, Howard University
- Perrazzelli, Alessandra:** Partner, O'Connor and Company European Lawyers
- Petel, Yann:** Chef du Service des Postes et des Personnels. Ministère de l'Economie des Finances et de l'Industrie
- Piacentino, Diego:** Associate Professor, Università di Roma 'La Sapienza'
- Pimenta, Alberto:** Director-Strategic Development, CTT Correios de Portugal S.A.

SPEAKERS, DISCUSSANTS, & CHAIRS (CONTINUED)

Pintsov, Leon: Fellow-Operations and Technology, Pitney Bowes Inc.

Plum, Monika: Market Research Manager, Francotyp-Postalia AG&Co.

Price, Bill: Director, Economic Strategy & Regulatory Affairs, Canada Post Corporation

Rawnsley, David: President, Postal Services International

Reay, Ian: Liberalisation and Monopoly Policy Manager, Consignia plc

Reisner, Robert: Vice President, Strategic Planning, United States Postal Service

Robinson, Alan: Direct Communications Group

Rodriguez, Frank: Head of Economics, Consignia plc

Rogerson, Cathy: Director, PricewaterhouseCoopers

Sauber, James: Research Director, National Association of Letter Carriers

Schunck, Christian: Dipl.-Volkswirt, Referent (Assistant Director), Deutsche Post World Net

Schwarz-Schilling, Cara: Head of Section 'Economics of Regulating postal markets', Regulatory Authority for Telecommunications and Post

Seckar, Paul: Principal Consultant, Price Waterhouse Coopers

Selander, Sten: Director, National Posts and Telecom Agency
Sherman, Roger: Professor of Economics, University of Houston

Shinay, Michael: Director, PricewaterhouseCoopers

Spence, David: Senior Counsel, Regulatory Affairs, FedEx

Soarés, Jose: Advisor to the Board, ICP - Instituto das Comunicacoes de Portugal

Toledano, Joëlle: Chef du Service Doctrine Economique et Prospective, La Poste

Treworgy, David: Partner, PricewaterhouseCoopers

van der Horst, Mark: Chair of European Express Association, Postal Commission, United Parcel Service

van der Lande, Anton: Vice President – Public Affairs International, United Parcel Service

Visco Comandini, Vincenzo: Director for Strategies and Markets Unit, Poste Italiane SpA

Volner Ian: Partner, Venable, Baetjer, Howard & Civiletti

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

Walsh, Tim: Director International Affairs & Business Strategy, Consignia plc

Wolak, Frank: Professor of Economics, Stanford University

ORGANIZING COMMITTEE

John Allen: Group Manager, Postal Services, New Zealand Post

Mary Bundy: Director, LINX, a division of EDS

Kenneth Churchill: Vice President, United Parcel Service

Robert Cohen: Director, Rates Analysis & Planning, United States Postal Service

Jeff Colvin: Principal Economist, Marketing Cost Analysis, United States Postal Service

João M. Confraria: Board Member, ICP - Instituto das Comunicações de Portugal

Michael A. Crew: Professor of Economics, Rutgers University

Gene Del Polito: President, Association for Postal Commerce

Edward J. Gleiman: Bethesda, Maryland

John Haldi: President, Haldi Associates, Inc.

Peter Hatlö: Market & Analysis Manager, Post Danmark

Gary S. Jensen: Vice President, Corporate Development & Marketing, Siemens ElectoCom L.P.

Luis Jimenez: Vice President and Chief Strategy Officer, Pitney Bowes

Paul R. Kleindorfer: Professor, University of Pennsylvania

Matti Linnskivi: Lawyer of Postal Administration, Finland Ministry

Rohan Malhotra: UK Public Affairs Manager, UPS Ltd

Jose Marcos: Director, Correos y Telégrafos

Moriarty, Richard: Director, Competition and Regulation, Postal Services Commission

Heikki Nikali: Researcher, Quality and Business Development, Finland Post Ltd.

Alberto Pimenta: Director-Strategic Development, CTT

Correios de Portugal S.A.

Bill Price: Director, Economic Strategy & Regulatory Affairs, Canada Post Corporation

Sarah Prosser: Managing Attorney, International Regulatory Affairs, FedEx

David Rawnsley: President, Postal Services International

Kevin Richardson: Vice President, Government Relations, R.R. Donnelley & Sons Company

Ian Reay: Liberalisation and Monopoly Policy Manager, Consignia plc

James Sauber: Research Director, National Association of Letter Carriers

Christian Schunck: Dipl.-Volkswirt, Referent (Assistant Director), Deutsche Post World Net

Nancy Sparks: Managing Attorney-Government & Regulatory Affairs, FedEx European Services Inc.

Börje Spong: Chief Controller, Posten AB

Martin Stanley: Chief Executive Officer, Postal Services Commission

Joëlle Toledano: Chef du Service Doctrine Economique et Prospective, La Poste

David Treworgy: Partner, PricewaterhouseCoopers

Vincenzo Visco Comandini: Director for Strategies and Markets Unit, Poste Italiane SpA

Ian Volner: Partner, Venable, Baetjer, Howard & Civiletti

Sture Wallander: Director of International Relations Secretariat, Posten AB

HOTEL INFORMATION

The conference will be held in Sorrento, Italy. The conference site is:

The Sorrento Palace
Via S. Antonio - 80067, Sorrento Italy
Phone: 081/8784141; Fax: 081/8783933

<http://www.sorrentopalace.it>

Hotel reservation forms can be obtained at our web site (<http://www.rci.rutgers.edu/~crri/Post.htm>). The reservation forms must be sent to the Sorrento Palace. The Conference rates are **Lit. 1.200.000 / €619.75** for a single room with meals and **Lit. 1.810.000/€ 934.78** for double room with meals. Please note on reservation form that you are attending the 9th Conference on Postal and Delivery Economics (Rutgers University).

FEES AND EXPENSES

- A registration fee of \$985 is payable to Rutgers University.
- Food and lodging at the Conference are not included in the registration fee.
- The conference fee is waived for a limited number of employees of sponsoring organizations

Please forward the Registration Form to Jeremy T. Guenter at:

Center for Research in Regulated Industries, Graduate School of Management, Rutgers University
180 University Avenue, Newark, NJ 07102-1897, USA
Fax: 973-353-1348 Email: crri@andromeda.rutgers.edu

C

REGISTRATION FORM: 9th Conference on Postal and Delivery Economics

Name:

Title:

Company:

Complete Address:

Telephone:

Fax:

Email:

Billing Information:

? Employee of sponsoring organization*—fee may be waived

? Payment of \$985 enclosed in U.S. Dollars payable to Rutgers University

? Credit Card: ? VISA ? MC Exp. ____/____ Card # _____

? Send invoice to _____

CANCELLATION POLICY: Until April 16, 2001 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 actually attends. Substitutions may be made at any time.

Signature of Participant: _____